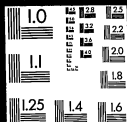


CENTIMETERS



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# Thomas A. Edison Papers

## *A SELECTIVE MICROFILM EDITION PART V (1911-1919)*

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Rutgers, The State University of New Jersey  
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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 978-0-88692-887-2

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We thankfully acknowledge the vision and support of Rutgers University and the Thomas A. Edison Papers Board of Sponsors.

This edition was made possible by grant funds provided from the New Jersey Historical Commission, National Historical Publications and Records Commission, and The National Endowment for the Humanities. Major underwriting has been provided by the Berkley Fund, through the National Trust for the Humanities, and by The Charles Edison Foundation.

We are grateful for the generous support of the IEEE Foundation, the Hyde & Watson Foundation, the Martinson Family Foundation, and the GE Foundation. We acknowledge gifts from many other individuals, as well as an anonymous donor; the Association of Edison Illuminating Companies; and the Edison Electric Institute. For the assistance of all these organizations and individuals, as well as for the indispensable aid of archivists, librarians, scholars, and collectors, the editors are most grateful.

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**General Letterbook Series  
Letterbook, LB-103 (1915)**

This letterbook covers the period March-May 1915. Most of the correspondence is by Edison and William H. Meadowcroft. The letters mainly relate to World War I, the disruption of markets for the carbolic acid (phenol) used in the manufacture of phonograph records, and Edison's production of chemicals for his businesses, including the establishment of benzol absorbing plants in Johnstown, Pennsylvania, and Woodward, Alabama. Other letters pertain to tariff regulations; phonographs and recordings; Edison's winter home in Fort Myers, Florida; visitors to the laboratory; and books received by Edison. There is also a letter of recommendation of behalf of D. F. Van Marle, a chemist who worked at Edison's laboratory, along with a letter proclaiming Edison's support for women's suffrage. The correspondents include longtime Edison associate William H. Mason, R. B. Owens of the Franklin Institute, Edward R. Stettinius of J. P. Morgan & Co., and representatives of Mitsui & Co.

The spine is stamped "Letters" and is marked "T.A.E. from March 31-1915 to May 3-1915." The number "41" also appears on the spine. The book contains 700 numbered pages and an index. Approximately 15 percent of the book has been selected.

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Van Meter, W. H.	179-627-
Verner, W. L.	668-

Wharton, F. J.	26-
Walters, H. L.	92-
Wakeman, J. H.	115-
Walker, J. B.	114-165-
Whelan, J. W.	154-
Wolfe Co, J.	155-
Waring Hat Mfg. Co.	200-
Wernack, E. W.	211-
White, W.	212-
Whitehouse, N. R.	270-402-
Weber, L. E.	271-
Walters Co. Inc. A. W.	295-
Wach, H. W.	333-
Whipple, Q. H.	342-
Watt, R.	430-
Walker, R. W.	435-
White Tar Co.	459-
Whitelsey, J.	509-
Wardlaw, F. A.	510-
Walker, B.	548-
Wiederholdt Construction Co.	558-
Wagner, H. A.	670-
Whiting, W. B.	654-

Hood, H. E.

25-

Williams, C. D.

57-

Winfield, B. H.

116-

Winney, L. H.

471-

Warthen & Aldrick Co.

531-642-

Wise, S. S.

669-

Wilkinson, C.

671-

Wilson, J. A.

685-

Waldmay, A.

686-

York Spinning Mills Co.  
York Electric Mach Co.

28-

628-

Zabriskie, C. C.  
Zalkin, St.

314-

557-

4

Trist

March 31st, 1915.

Mr. Webster L. Clark,  
P.O. Box #178,  
Sanic, Calif.

Dear Sir:-

Your favor of the 11th instant to my Company has been handed to me, and I have read it with a great deal of interest.

As you are probably aware, we had a very extensive fire at our Plant last December. This has naturally caused considerable delay in our work, but as soon as we can recover from this fire, we intend to start some twelve inch records, giving the symphonies of Beethoven and other classical music as played by large orchestras. I also expect to do a great deal of recording of operatic selections that I am sure you will be well pleased with.

Let me suggest that you look out for our records of Madame Verlet of the Paris Opera House. She is the finest Coloratura singer known today.

Yours very truly,

First

March 31st, 1915.

Dr. Cassius Dudley,  
Stanton,  
Ky.

Dear Sir:-

Please accept my apology for not having replied to your favor of the 13th instant before now. I have been overwhelmed with an enormous mass of business matters which claimed every moment of my time and attention.

I read your letter with a great deal of interest, and it affords me a great deal of gratification to learn that you enjoy the phonograph so much. I have put in a great deal of hard work to please lovers of good music, and it is a source of much satisfaction to me to learn that I have succeeded.

Thanking you for your kind expression of

opinion, I remain

Yours very truly,

31

# First

March 31st. 1915.

Mr. T. A. Elder, Supt.  
Gas and Electric Department,  
Interstate Public Service Co.,  
510 Board of Trade,  
Indianapolis, Ind.

Dear Sir:

Your favor of the 29th instant has been received and its contents noted. I find that most of the Gas Companies collect the oil from gasometer and mains and put it in a tank until they get a tank carload. It usually brings about ten (10) cents a gallon at the works if it is of the right kind. Generally speaking, a gallon is collected for each eighty-five thousand (85,000) cubic feet of gas made.

When you have some collected I shall be glad to have you send me a quart or so in a tin can and I will test it. Perhaps it can be sent by Parcel post. Please be sure and label it so that I will know where it is from.

Yours very truly,

# First

March 31st, 1915.

Mr. J. W. Murphy,  
128 Prescott Street,  
Worcester, Mass.

Dear Sir:-

Your favor of the 8th instant to our musical director was handed to me. I have been so very busy that I have been unable to reply to it before now.

Upon inquiry, I find that there are some Irish in the U.S.A., and agree with you that they should have some of their own music. We get suggestions from thousands of dealers as to the character of the music their patrons desire, and we try to comply therewith. Our catalog is the result.

We have recorded - "Wild Irish Rose", "Loves Old Sweet Song" and will put on more. You will also find the following Irish tunes in our catalog:

80101 -- Last Rose of Summer  
80220 -- Believe me if all those Endearing Young Charms  
80113 -- Come back to Erin  
80124 -- Harp that once through Tara's Halls  
80064 -- Kathleen Mavourneen  
80070 -- Killarney  
80133 -- Macushla

*Best Ever Copy*

If you look through our catalog, you will find plenty of other music written by Irish men whom you possibly do not recognize. Send us on a list of more tunes, and if they are good, they will be recorded in time.

Yours very truly,

*First*

March 31st. 1915.

Mr. C. P. Murray, President,  
Murray-Smith Company,  
116-118 South Main Street,  
Wilkes-Barre, Pa.

Dear Sir:

I beg to acknowledge receipt of your favor of the 27th instant, enclosing the advertisement of your Elizabeth Spencer Concert, and thank you for sending it to me and also for the newspaper clipping giving a report of the affair. I am very glad indeed that the "stunt" was so successful, and congratulate you on accomplishing such fine results. We must do a lot of educating along these lines, and then when good times come along again the sales will be fine.

Yours very truly,

A large, stylized handwritten signature in cursive script, reading "Hirst". The signature is written in dark ink and is underlined with a single horizontal stroke.

March 31st. 1915.

Mr. C. W. Markus, Purchasing Agent,  
Eastman Kodak Company,  
Rochester, N. Y.

Dear Sir:

Your favor of the 27th instant has been handed to me, and in reply I beg to say that I myself am short of Benzol. If you must have it, I think I can get you in touch with a regular supply at a reasonable price, but prices ordinarily are awful. Ninety (90) cents per gallon is being asked for pure Benzol.

Yours very truly,

First

March 31st, 1915.

Mr. Jesse Pomerooy,  
State House,  
Boston, Mass.

Dear Sir:-

Through the kindness of Hon. Roland D.  
Sawyer, I have seen your printed impression of the music  
as heard from the Phonograph.

Your analysis of the music is exact in all  
details. I hope you will be permitted to hear more.

Yours truly,

C. A. M.

First

March 31st, 1915.

Mr. Roland D. Sawyer,  
State House,  
Boston, Mass.

Dear Sir:-

I duly received your favor of the 13th instant in regard to Jesse Pomeroy, together with the printed remarks made by him on hearing the phonograph. I have been so overwhelmingly busy lately that I have not had time to acknowledge the receipt of this before, but do so now and thank you for sending it to me.

Evidently Pomeroy has some congenital defect that has made him what he is. He should receive good treatment because it is no fault of his. His criticism on the phonograph is wonderful when we consider his environment for so many years.

Please also accept my thanks and appreciation for your own kind expression in regard to myself.

I am enclosing a letter which I have written to Pomeroy, and if there is no objection to his receiving it, I would like him to have it.

Yours very truly,

Hirst

March 30th. 1915.

The Simpson Clark Co.,  
157 State Street,  
Springfield, Mass.

Gentlemen:

I am in receipt of your favor of the 25th instant in regard to making special phonograph records with advertising talks recorded thereon. In reply I beg to say we don't care to do this sort of business, as we have all we can attend to on our regular lines. Possibly the Columbia Graphophone Company might do it.

Yours very truly,

First

272

March 31st. 1915.

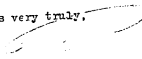
Jacques Wolf &amp; Company,

Passaic, N. J.

Gentlemen:

Replying to your favor of the 24th instant, I beg to say that I expect to have my Aniline Plant in operation in about thirty-five (35) days, and will then be in position to contract for the supply of a moderate amount of Aniline oil, on which I quote seventy (70) cents per pound on six (6) months contract, sixty-five (65) cents per pound on nine (9) months contract and fifty-eight (58) cents per pound on one (1) year contract.

I expect also to make Paranitraniline but in small quantities.

Yours very truly,  


First

April 1st. 1915.

U. S. Finishing Company,

320 Broadway,

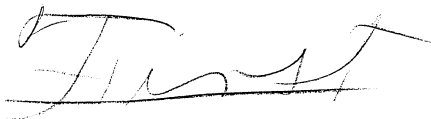
New York City.

Dear Mr. Imbrie:

Mr. Edison wants me to send you a sample of Paranitranaline that he has made. He would like to have you submit it to your chemist for a practical test and let us know if it is all right. He will be able to supply this as soon as his new plant is finished.

Yours very truly,

Assistant to Mr. Edison.



April 2nd. 1915.

Davis & Catterall,  
25 Worth Street,  
New York City.

Gentlemen:

I have received your favor of the first instant, and beg to say in reply that Mr. Edison is now putting up a plant to make Aniline oil, and expects to have it ready and in operation within the next thirty five days. He expects also to make Paranitraniline, and will be prepared in a few days to name a price thereon. He is not quite sure about the Beta Naphthol, as this would call for a great deal of additional apparatus that we might not be able to get on time.

Mr. Edison says he would be glad to see your Mr. Davis and talk this whole matter over with him if he wishes to come out and see us.

Yours very truly,

Assistant to Mr. Edison.

Hirst  
266

April 1st. 1915.

Mr. E. F. Taylor,  
1212 Bluff Street,  
Keokuk, Ia.

Dear Sir:

Referring to your recent correspondence with us in regard to your diaphragm attachment, we beg to say that we have tested the device. It seems to work pretty well. On many records it improves them by softening them a little, on others the loudness is increased and on some records it seems to have little effect.

Do you want to sell the patent outright or on royalty? If your price is reasonable we might consider it and we would look up the state of the art in the patent office and see what has been done in this line in England, France and Germany.

There are many devices to soften the tone, but yours seems to be the simplest and cheapest to manufacture.

Please address your reply to W. H. Meadowcroft, Edison Laboratory, Orange, N. J.

Yours truly,

Edison Laboratory.

*Hirst*

April 2nd. 1915.

Mr. William Atkinson,  
General Ward 4,  
Austin Hospital for Incurables,  
Heidelberg,  
Victoria, Australia.

Dear Sir:

I have received your favor of February 2nd, which I have read with a great deal of interest and thank you for writing me. It is certainly very gratifying to learn that the phonograph is able to fill so useful a place in human life, and when I read your letter, I feel profoundly thankful that such is the effect. I shall add to our list of religious pieces from time to time, and get the best records possible.

Yours very truly,

*Thos. A. Edison*

*Thirst*

April 1st. 1915.

Mr. Ralph W. Cooke, Ind. Agent,  
Pennsylvania Lines West of Pittsburgh,  
Pennsylvania Station,  
Pittsburgh, Pa.

Dear Mr. Cooke:

Your favor of the 27th instant has been received. I beg to say in reply that Benzol Absorbing Plants can only be used at by-product coke ovens. My Plant is already in operation at Cambria Steel Company, Johnstown, Pa., so that old one-horse railroad of yours will get the haul anyway.

Yours very truly,

*Thos. A. Edison*

First

April 2nd. 1915.

Mr. H. B. Chalmers,  
% The H. B. Chalmers Company,  
Schenectady, N. Y.

Dear Sir:

I am in receipt of your favor of the first instant, and would say in regard to Carbolic Acid that my Plant is under way, and I expect it to be in operation in about thirty-five days. Just at this moment I can't say exactly how much I can let you have, as I have several contracts under consideration, and shall be unable to give a specific answer to your question for a few days. I expect, however, by the middle of next week to be more definite. The Carbolic I make is pure white crystals, melting point 40 to 41.

In regard to the Solvent Naphtha, I think I shall be in position to supply this in the near future. I have been making a little change in my Cambria Plant, and expect to start up again within the next two or three days. I have no doubt I shall be able to supply you at thirty (30) cents a gallon, but will let you know about this also more definitely next week.

Yours very truly,

John A. Edison

Hurst

April 2nd, 1915.

Mr. C. E. Goodwin, Gen'l Mgr.,  
The Phonograph Company,  
229 So. Wabash Avenue,  
Chicago, Ill.

Dear Goodwin:

Walter Miller has sent me your letter of the 25th ultimo in regard to getting some records by Bruno Steindell of the Chicago Orchestra. I don't find that Steindell is well known. However, that doesn't make any difference. If he is a fine player I will perhaps take him when his season is over. If he comes to New York we could make a trial record.

I have turned down the two Cello Soloists of the Boston Symphony Orchestra. Their playing is full of flaws, and I have the records to prove it.

Yours very truly,

Thomas A. Edison

Trust

April 2nd. 1915.

Miss Edith B. Kane,

The New York League for the Hard of Hearing,

35 - 37 West 39th Street,

New York City.

Dear Madam:

I am in receipt of your favor of the 29th ultimo and beg to say in reply that while I am quite in sympathy with the object of your League, I had a very bad fire at my plant last December, and this has put such a deep dent in my finances that I really cannot afford to comply with your request.

Yours very truly,

*Wm A. Edison*

Trust  
122

April 2nd. 1915.

Mr. William McGregor, Manager,  
The Pawtucket Gas Company,  
231 Main Street,  
Pawtucket, R. I.

Dear Sir:

I am in receipt of your favor of the 30th ultimo, stating that you have on hand about sixty-one hundred gallons of holder oil which you are in the market to sell. If you will kindly send me a half a gallon in a tin can I will test it right away and let you know. I hope there is some Benzol in it.

Yours very truly,

Shos. A. Edgson

Trust  
153

April 2nd. 1915.

Prof. H. O. Taylor,  
Pierce Hall,  
Harvard University,  
Cambridge, Mass.

Dear Mr. Taylor:

I am in receipt of your favor of the 27th ultimo, which I have read with a great deal of interest. Let me say in reply that our disastrous fire in December, and many new and important things have kept me so busy, and will demand the utmost of my energies for many months to come that I cannot possibly take up the work that you suggest.

Please accept my thanks for your courtesy in calling my attention to this matter.

Yours very truly,

Thomas A. Edison

First

April 2nd. 1915.

Mr. Fred. P. Royce, Vice Pres.,  
Stone & Webster Management Association,  
Stone & Webster Building,  
147 Milk Street,  
Boston, Mass.

Dear Sir:

Your favor of the 30th ultimo has just been received, and I beg to ask that you will be kind enough to have a sample gallon can of holder oil from your New London and Pawtucket plants sent to me. As soon as it is received I will have it tested immediately and give you an answer by telegraph.

Yours very truly,

*Charles E. Mason*

First

565

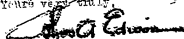
April 3rd. 1915.

Charles Cooper & Co.,  
194 Worth Street,  
New York City.

Gentlemen:

Replying to your favor of the 30th ultimo,  
I beg to say that on account of the poor quality of  
gas at the Benzol Plant I am operating I do not expect  
to get enough Benzol to supply my own requirements.  
However, there is another plant now being installed,  
which I expect will be in operation in 15 days, and  
I may be able to get some for you from there.

Yours very truly,



How much do you want?  
do you want to cover for  
balance of the year?



*Hirst*

April 3rd. 1915.

Jas. H. Farman Co.,  
326 W. Madison St.,  
Chicago, Ill.

Gentlemen:

I am in receipt of your favor of the 29th ultimo making inquiry about 90% Benzol. I have none to offer, but there is a new plant now being finished for making pure Benzol. I expect it will be in operation in two or three weeks and then I may be able to give you some.

Yours very truly,

*W. A. Hirst*

*How much is wanted*  
*?*

*First*

April 3rd. 1915.

Holley-Nichols Company.

Glen Falls, N. Y.

Gentlemen:

I must ask you to excuse the long delay in replying to your favor of the 10th ultimo, as I have been so exceedingly busy the last few weeks that my mail has suffered a good deal of delay.

Our Recording Laboratory in New York will make trial records of voice, band or separate musical instruments. I am hunting the world for good voices.

If you want to arrange for any trials, please communicate with my Assistant, Mr. W. H. Meadowcroft at this address.

Yours very truly,

*W. H. Meadowcroft*

*Trust*

April 1st, 1915.

Mr. S. H. Church, Pres.,  
The Carnegie Institute,  
Pittsburg, Pa.

My dear Mr. Church:

I received the very cordial renewal of your invitation to take part with you in the celebration of Founder's Day on April 29th. The expression of your sentiment towards me quite embarrasses me in making a reply.

I fear that I shall have to disappoint you, much to my regret. The War affected me quite seriously so far as some of the materials I use are concerned. For instance, Carbolie Acid, which I formerly imported and of which I am the largest user in this Country, was subjected to embargo right after the commencement of the War. Hence, I had to work out a process of making it, build a Plant and operate it very quickly in order that I should not be compelled to close my factories. Then the Benzol situation became strained, and I was obliged to design and put in some Benzol absorbing plans of my own.

All these things have kept me exceedingly busy, and have added quite a load to the burden I was already carrying, and it looks now as though I was going to be busy for eighteen or twenty hours a day until well into the Summer.

Every moment is precious to me, and I do not see any possibility of my getting away to join you on the 29th, much as I would otherwise have liked to do. So I must ask you to kindly accept my regrets and also my thanks for the cordial invitation extended to me.

Yours very truly,

First

April 3rd, 1915.

Klipstein & Company,  
654 Greenwich Street,  
New York City.

Gentlemen:

Your Mr. Gallatly asked me over the telephone to-day if Mr. Edison would accept an order for ten or fifteen drums a month of Aniline oil at seventy (70) cents, for four months.

Mr. Edison said he would accept an order for this quantity at sixty (60) cents for six months.

Yours very truly,

*W. H. Harrison*  
Assistant to Mr. Edison.

*First*

March 31st. 1915.

To whom it may concern:

This is to certify that Mr. D. F. Van  
Marle has been in my employ one and  
one half years as Chemist. He has per-  
formed his duties satisfactorily, and  
has been laid off on account of the dif-  
ference in business occasioned by our  
recent fire.

*Trust*

April 3rd, 1915.

Miss Edna Schoon,  
1706 - 11th Avenue, South,  
Birmingham, Ala.

Dear Madam:-

I beg to acknowledge receipt of your favor of the 9th ultimo, and must ask you to kindly excuse the long delay in replying thereto. I have been so exceedingly busy the last few weeks with very important matters that my mail is in arrears.

Your letter has afforded me much gratification, and I hope that your pleasure in the Diamond Disc Phonograph will never diminish. I am trying my best to make the records still more perfect, and I think that you will find a great improvement in them as time goes on. Let me suggest that you look out for the records of Madame Verlet of the Paris Opera House. She is probably the greatest living Colomtura Soprano, and we think her records are beautiful.

If you ever come up North, and will call at the Laboratory, make yourself known to my Assistant, Mr. Meadowcroft, and he will arrange for your meeting me.

Yours very truly,  
*[Signature]*

First

April 3rd, 1915.

The Smith Digby Company,

Tacoma,

Washington.

Gentlemen:-

Mr. Meadowcroft has handed me  
the copy of "That Something" which you kindly sent me  
through him. I have read this little book. It tells  
the whole story, but how few will understand! It is a  
great pity.

Yours very truly,

Hirst  
364

April 5th. 1915.

Mr. Stanley Poggett,  
99 John Street,  
New York City.

Dear Sir:

Referring to the telephone conversation you had with Mr. Meadowcroft this morning, I beg to confirm the offer which I authorized him to make to you, namely, that I am ready to contract for the delivery of fifteen hundred (1500) pounds of Aniline Oil daily, commencing July first, at forty-five (45) cents per pound, for the remainder of this year up to December 31st, and for the same quantity for the whole year of 1916 at thirty-five (35) cents per pound, if the output of my plant has not been taken up at the time you offer the contracts for this quantity.

If any such contracts are made between us, they are all to be subject to the terms and conditions of the letter I wrote to you on March 19th, 1915.

Yours very truly,



*Trust*

*18*

Mr. Herbert Lewis,  
52 Broadway,  
New York City.

April 5th, 1916.

Dear Mr. Lewis:

Referring to our conversation this afternoon, I beg to say that my new plant for making synthetic Phenol will be ready in from thirty-five to forty days. As soon as it goes in operation I shall be able to supply daily four thousand (4,000) pounds of pure synthetic Phenol, melting point 40 to 41. I am ready to make a contract with your Government for this quantity till December 31st, 1916 at seventy-six and six tenths cents (76.6 cents) per pound, drums extra. On account of being seriously crippled by my recent big fire, I shall ask an advance payment of sixty thousand dollars (\$60,000) to help me in building my plant. ~~of course I cannot~~  
~~bring this offer open more than one week.~~

It may be of interest to you to learn that in my present plant I am producing over four thousand (4,000) pounds of pure synthetic Phenol per day, but I use most of this for making phonograph records. You will see, therefore, that the manufacture of Phenol is not an experiment so far as I am concerned.

I am just starting up my Benzol Alcohling Plant again (at Johnstown, Pa.) after making some repairs, and within the next ten days or two weeks will be able to supply you with Solvent Naphtha. If you want any, I expect to produce three hundred (300) gallons daily, and will furnish this to you at thirty-two (32) cents per gallon, drums extra, until December 31st, 1916. The Dominion Iron & Steel Company is putting up one of my Benzol Alcohling Plants at their coke ovens at Sydney, Nova Scotia. They expect to start up within the next ten days, and they will also have some Solvent Naphtha for sale, probably as much, if not a little more than I will have. If you wish to make inquiries about purchasing this, I would suggest that you call on Mr. Richards, Manager, Export Department, Bowring & Company, 17 Battery Place, New York City. You will remember I told you that the French are reported to be nitrating Solvent Naphtha and making high explosives with it. Confirming what I told you about second hand cement bags, let me add that my Company has about 700,000 of these, which we would sell you at forty-two dollars (\$42) per thousand, if still unsold, should you decide to order them.

I am looking into the matter of nitrating the Carbolite for making Picric and will advise you within the next few days.

Yours very truly

*Thos A Edison*

58

April 5th. 1915.

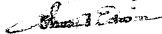
The H. B. Chalmers Company,

Schenectady, N. Y.

Gentlemen:

Your favor of the third instant has been received, and in reply I beg to say that in my opinion you had better close with the Barrett Manufacturing Company, as the French have discovered a method of nitrating Solvent Naphtha to make explosives.

Yours very truly, J



Your obedient servant,  
J. B. Chalmers

First

572 April 5th. 1915.

The Fish Rubber Company,  
Chicopee Falls, Mass.

Gentlemen:

I am in receipt of your favor of the third instant, in regard to Aniline Oil, and would say in reply that I do not wish to compete with the General Chemical Company. Having an excess of Benzol over my own requirements for manufacturing Carbohc Acid, I concluded to use this excess for making Aniline Oil to help out our American people, and am putting up a plant for that purpose.

I am selling Aniline Oil from July first for the remainder of the present year at forty-five (45) cents per pound, and for the year 1916 at thirty-five (35) cents per pound, which I presume is much higher price than you can buy it for.

Yours very truly,

30

187

April 6th. 1915.

Mr. W. H. Cartley,  
United Gas & Improvement Co.,  
Philadelphia, Pa.

Dear Mr. Cartley:

A few days ago we referred to you Mr. J. W. Whelan of Elizabeth, N. J., in regard to some coal gas tar that his company has accumulated. I have just received a letter from him saying he has not heard from you thus far, and I have written him in reply saying that I would remind you of the matter.

Are you still in the market for gas tar? If so, we have about fourteen or fifteen samples over here from the South, representing a supply of approximately 600,000 gallons. I have telegraphed you this morning stating that we have about fourteen samples, and asking if we shall send them on to you. If you are interested, I presume we shall receive an answer in the affirmative.

Mr. Edison wants me to ask you whether you would still like us to keep up the hunt for gas tar for you.

Yours very truly,

Assistant to Mr. Edison.

*Hurst*  
*181*

April 6th. 1915.

Mr. W. H. Mason,  
Cambria Steel Company,  
Johnstown, Pa.

Dear Mr. Mason:

When you were at the Laboratory last .  
Mr. Edison gave you a German pamphlet about gasoline.  
You will undoubtedly remember it, it was quite a large  
affair, but not very thick.

He wants me to write for another, and I  
shall be very glad if you will kindly send me the name  
of the parties and the title of the book so that I can  
write for it.

We are anxiously awaiting news from the

Plant.

Yours very truly,

*First*

Mr. Henry Olerich,  
2219 Larimore Avenue,  
Omaha, Neb.

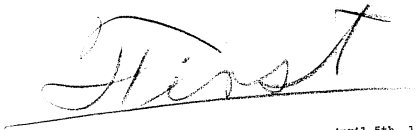
April 5th, 1915.

Dear Sir:-

621

Allow me to acknowledge the receipt of the complimentary copy of your new book entitled "Modern Paradise". On account of the fire at my Plant last December I have been very much overworked and cannot find time to read the work at present, but will do so as soon as I get a little leisure.

Yours very truly,

A large, stylized handwritten signature in cursive script, reading "Hirst". The signature is written in dark ink and is positioned above a horizontal line.

April 5th, 1915.

Jacques Wolf & Co.,


Passaic,

N. J.

Gentlemen:-

I am in receipt of your favor of the 2nd instant, and in reply, beg to say that I do not use the Paranitraneline myself, but am installing apparatus to make a considerable quantity at the solicitation of several of the Textile Converters. I am rather in the dark as to the demand for this material.

Yours very truly,

A faint, handwritten signature or set of initials, possibly "L. Wolf", is visible below the closing "Yours very truly,".

*First*

April 6th. 1915.

Mr. W. H. Blauvelt,  
1917 West Genesee Street,  
Syracuse, N. Y.

Dear Mr. Blauvelt:

I was exceedingly sorry to learn of the accident at your Carbolite Plant, especially for the tragic part of it, which always has a saddening influence for a manufacturer. I trust the damage was not so great but that you can soon build up again or repair and start up again.

As you are undoubtedly having some anxious moments during the day, I have the pleasure of forwarding to you a few new records which may direct your thoughts a little in the evening, and trust that they have been safely received.

Yours very truly,

*Chas. E. Smith*

First  
232  
April 6th. 1916.

Mr. W. H. Mallory, Pres.,  
Nelson Portland Cement Co.,  
1433 Broadway,  
New York City.

Dear Mallory:

The man you sent me (whom you sent out to investigate cement) has no experience in doing concrete work. He says that he would have to have an Engineer to put up forms, etc., so I cannot use him. I can get good cement men who thoroughly understand constructing with cement and familiar with all kinds of cement and cement work for much less than you pay him.

Please note that I can't use him and don't see that you need him.

Yours very truly,

April 6th. 1915.

Mr. James F. McKeel, Sec.,  
William Hughes & Company, Inc.,  
70-90 Metropolitan Avenue,  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of the fifth instant, which has been read with much interest. The trouble about the whole thing is first, to get skilled chemists and second, that nobody wants to put in money in the business.

I am doing all I can with my personal capital.

Yours very truly,

*First*

April 6th. 1915.

Nicholson Fire Company,

Milford, N. J.

Gentlemen:

I am in receipt of your favor of the fifth instant, and in reply beg to say that Coluol is a very scarce article at this time, and you may find it difficult to get a supply. The firm of Mitsui & Company, 25 Madison Avenue, New York had some for sale, and may still have a quantity to offer. I would suggest that you get in touch with Mr. C. Sakaki of that firm on the subject.

I am using all my Benzol to make Carbolie Acid and Aniline Oil and other Benzol products, and shall not have any to offer, but I think you may be able to get a supply through Downing & Company, 17 Battery Place, New York City. Mr. C. A. Richards is the gentleman to get in touch with if you communicate with that concern.

Yours very truly,

Hirst

April 6th. 1915.

Acme Explosives Company, Inc.,  
Two Rector Street,  
New York City.

Gentlemen:

I am in receipt of your favor  
of the fifth instant and beg to say in  
reply that I would not consider any prop-  
osition for selling my Carbolec acid out-  
put from the new plant for only three months.

Yours very truly,

*Chas A Edison*

*Do you not think I have a pretty cell? I want  
you to be honest and tell me if you think  
all this is worth it.*

121  
April 7th. 1915.

Mr. Herbert Lewis,  
52 Broadway,  
New York City.

Dear Sir:

This letter is to confirm the telephone message which Mr. Meadowcroft gave to you today to the effect that I already had two parties who are actually prepared to nitrate Phenol. One of them can make three thousand (3,000) pounds of Picric per day and the other one can make one thousand (1,000) pounds of Picric per day. I am quite sure of getting another who can nitrate two thousand (2,000) pounds per day, making in all six thousand (6,000) pounds of Picric per day.

The two parties first above named say that unless something is decided exceedingly quickly they will be absolutely unable to get their Nitric Acid, and as this involves a large quantity of that material, it is imperative to have the question definitely settled without any delay whatever. In the last two days Nitric Acid has advanced one and three-quarter (1 3/4) cents per pound, and even at that or a still further increase it will soon be impossible to get it at all. Hence the necessity of quick action.

In accordance with your request Mr. Meadowcroft transmitted your question as to whether the price would be the same as you mention, namely one dollar and ten cents (\$1.10) per pound for the Picric. I answered through him that it could not, but that on account of the rapid increase in price of Nitric Acid, the price would be from one dollar and seventeen cents (\$1.17) to one dollar and twenty cents (\$1.20) per pound, and that I considered this figure safe for forty-eight (48) hours.

You will understand, of course, that this matter cannot be left open more than one week from the date of my previous letter, namely, April 5th. 1915.

Yours very truly,

Thos A. Edison

145  


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 256

April 7th. 1915.

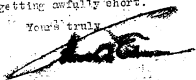
Mr. F. W. Mason,  
 Coke Oven Department,  
 Cambria Steel Company,  
 Johnstown, Pa.

Dear Mason:

I am glad to receive your note of yesterday and to learn that you have made a start and that the Hirsch stills are doing such good work.

I hope you are going to be able to run along steadily now and get me some Ben-zol. I am getting awfully short.

Yours truly



*We have made a report today to the  
 as we have a short time left  
 help out*





*Hurst*

April 7th. 1915.

Eastman Kodak Company.

Rochester, N. Y.

Gentlemen:

Referring further to our correspondence with your Purchasing Department in regard to Benzol, I beg to say that you might be able to get some from the Dominion Iron & Steel Company of Sydney, Nova Scotia. They are just now finishing a Benzol Plant which they are putting in according to my plans. I would suggest that you get in communication with their New York selling agency, Bowring & Company, 17 Battery Place, New York City. I think you might be able to buy some pure Benzol around sixty (60) cents a gallon on a long contract.

Yours very truly,

*Times*

April 7th. 1915.

Mr. R. W. Flinn,  
1332 Fifteenth Street, N.W.,  
Washington, D. C.

Dear Sir:

I beg to acknowledge receipt of your favor of the third instant, which I have read with a great deal of interest. I am always very glad to receive intelligent criticisms, and I am constantly striving to improve the quality of our product. Taking up first your remarks in regard to the Rosary, let me say that this is right on the limit line for most of the reproducers. The most difficult thing we have to contend with, is to make reproducers exactly alike so that each one will play all records perfectly. We make every reproducer as nearly alike as we possibly can. Exact gauges are used, and we employ the utmost care in manufacture, and yet when the reproducers are tried out, only 25% will pass the tests on the ten test records that we use for the purpose. The rejected reproducers have to be made over and given new diaphragms and levers, and are then re-tested. This is very costly to us.

Let me call your attention to another thing, which is, that in many cases the effects that are called "blasts" are due to the singer and not to the phonograph. You hear very little of the defects in the instrumental parts, but considerable in the singing; and yet the instrument itself is to be blamed. Three well known singers made records for us, all of which we were obliged to reject for the reason that on one note in some part of the scale their vocal cords failed and gave a non-musical note resembling a noise or scrape. We could cover this up by a loud accompaniment such as our competitors use, but we don't choose to do so.

Up to the present time I have made eleven records of the Sextette from Lucia, and also five of the Rigoletto Quartet by a great number of good singers, but in no case did all the singers sing to pitch, and when they all came together in the concerted parts, the beats were so many that the records resembled noise rather than music.

When I get a combination of singers with whom I can produce these two pieces I shall be only too glad to put them out for the public. If you will obtain an attachment and try some of the concerted pieces of the Victor, you will agree, the more you study them, that the beats due to the singers not singing exactly to pitch produces simply noise with a substratum of music.

Yours very truly,

First

April 7th. 1915.

The National Petroleum News,

Rose Building,

Cleveland, Ohio.

Gentlemen:

Replying to your favor of the second instant, I beg to say that in regard to the production of Benzol I am doing nothing new. I am merely putting in an apparatus for absorbing Benzol from gases of by-product coke ovens. Any amount of Benzol that is necessary can be obtained in this way independent of the Bittman process.

Yours very truly,

First

April 7th. 1915.

Mr. B. A. Ronzone,  
827 Greene Avenue,  
Brooklyn, N. Y.

Dear Sir:

I beg to acknowledge receipt  
of your favor of the third instant, and  
also of the complimentary copy of the  
book "The Marguis of Murray Hill", for  
which please accept my thanks. I shall  
be glad to read it on my vacation if I  
ever get one.

Yours very truly,

*First*

April 7th. 1915.

The Republic Rubber Company,  
Youngstown, Ohio.

Gentlemen:

Your favor of the fifth instant has been received. In reply let me say that I make only pure Carbohc Acid crystals. From what you say in your letter I believe the Carbohc you ~~say~~ is not Carbohc at all, but a mixture of Cresols, containing two or three percent Carbohc. However, it is just as good as an antiseptic if that is what you want.

It will be difficult to get 90% Benzol as it really contains only 71% to 72% of pure Benzol, the balance being about 20% Soluol and six to eight percent of Petroleum hydrocarbons of no value. Soluol is bringing extraordinary high prices. - Four to five dollars a gallon. You would therefore have a better chance if you try to obtain pure Benzol.

I have three plants absorbing Benzol from the coke oven gases in plants connected with three steel works. One is now running, another will be in operation in from twelve to fifteen days, and the other one in about thirty days, but nearly all the Benzol they are likely to make is already sold. Possibly I could get some from the second plant. The price now is sixty (60) cents per gallon for pure Benzol.

As to the 97% so called Carbohc. I would suggest that you address the United Gas Improvement Company, Philadelphia, also the Bayway Chemical Company, Elizabeth, N. J. If I hear of any other companies I will let you know.

I have started on a plant for making Aniline Oil. Three of the Rubber Companies use a considerable quantity of this material, but I cannot find out what they use it for. One of my chemists informs me that in Germany, Aniline Oil is used to reduce the time of vulcanization and with its use vulcanizing takes only one-quarter the usual time. Do you know anything about it?

Yours very truly,

First

April 7th. 1915.

524  
The Swinehart Tire & Rubber Co.,  
Akron, Ohio.

Gentlemen:

I am in receipt of your favor of the fifth instant in regard to Aniline Oil, and I beg to say that I am ready to contract with you for supplying you with Aniline Oil for the remainder of the present year, from the starting up of my plant in about thirty-five days. The price would be forty-five (45) cents per pound for the balance of this year, F. O. B. Silver Lake, N. J., drums extra and to be credited when returned.

Yours very truly,

# First

April 8th, 1915.

Mr. Henry A. Sanders,  
25 Paul Street,  
Auburn, N. Y.

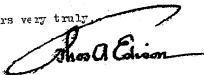
Dear Sir:

I am in receipt of your favor of the 17th inst. and read same with a great deal of interest.

I think just as you do, but the moment we put out new records of real good music there comes a howl from the dealers, saying that these are "no good" and that only a few music cranks buy that kind of stuff. You will see from this what I have to contend with.

However, I am going to put out some records of real music on the Pic Amberols very soon.

Yours very truly

Thomas A. Edison

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April 9th. 1915.

Mr. O. S. Keith, President,  
Keith Car Company,  
122 South Michigan Ave.,  
Chicago, Ill.

Dear Sir:

Your letter of the 5th instant and enclosure is received.

I have had investigated the railroad rules and regulations governing the movement of new tank cars to Canada, and as I cannot use the Johnstown cars for the Sydney shipments, I am obliged to pay the mileage on the new cars from your plant at Milton to Sydney, Cape Breton, N. S.; therefore, I wish to lease four new 10,000 gallon cars to be used for the transportation of Benzol, and you will please consider this letter as authority to forward these cars at the earliest possible moment to the Dominion Iron & Steel Company, Sydney, Cape Breton, N. S., routing the cars as follows:

P. & R., Newberry Junction, New York Central,  
to Lyons, N. Y., and Syracuse, N. Y., via Richland,  
N. Y. to Philadelphia, N. Y. to Ogdensburg, N. Y.

The above routing in the States total 385 miles at 4¢ per mile,  
as provided in Current Official Classification #42.

Prescott, Ont. to Kempton, Ont.; Kempton,  
Ont. to Montreal, Quebec; Montreal, Quebec to  
St. Johns, N. B.; St. Johns, N. B. to Sydney,  
N. S. Total mileage - 1048 miles at 6¢ per mile,  
as provided for in Current Canadian Classification  
- making total mileage charge \$78.28 per car.

The Current Canadian Customs Tariff provides for a charge of 30¢ for railway cars going into Canada. This amount, however, is refunded after you have satisfied the Canadian Customs that the car will no longer be used in transporting products from Canada, and since you are the owner of the cars, this is a matter for you to take care of and assume the duty charge, which will later be refunded to you.

In the case of new cars into Canada, one may select the routing that will give the lowest mileage. However, on the return loaded movement, the cars must, as stated by you, be returned over the same route and junction points as covered the original loaded movement.

I believe the information contained herein is clear, and if I

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226  
228  
O. S. K.

April 9th. 1915.

have overlooked any matter that would in any way cost me additional charges for the delivery of these cars. I wish you would make the same known.

Thanking you for your early attention to this important matter, and awaiting the pleasure of your further favors, I remain,

Yours very truly,

  
Thomas A. Edison

227

April 9th. 1915.

Mr. O. S. Keith, President,  
Keith Car Company,  
122 South Michigan Ave.,  
Chicago, Ill.

Dear Sir:

Supplementing Mr. Edison's letter of this date, I beg to say that we have received your telegram saying that you have set aside four 10,000 gallon tanks for him and await further instructions.

He requests me to ask you to go ahead and get the cars to Sydney as quickly as possible.

Yours very truly,

Assistant to Mr. Edison.

188  
April 10th. 1915.

Mr. W. H. Gartley,

246  
United Gas Improvement Co.,  
Broad and Arch Streets,  
Philadelphia, Pa.

Dear Mr. Gartley:

I am in receipt of your favor of the 9th instant in regard to Mr. Devine, of Buffalo. I have consulted Mr. Edison about it, and he requests me to say that Devine never built a Benzol Absorbing Plant for him. A year or so ago Mr. Devine built three Vacuum dryers for us, and they work all right.

Mr. Edison does not think he can build a Beta Naphthol Plant. Beta Naphthol is made very much in the same way as Carbolio Acid, and there are several "tricks" in it. One of the troubles is separating Alpha from Beta. Any Alpha contained in the Beta causes the Textile people trouble in getting their shade, and they will not buy it.

Yours very truly,

Assistant to Mr. Edison.

# First

April 10th. 1915.

346  
Mr. Andrew C. Imbrie, Purchasing Agent,  
The United States Fencing Company,  
320 Broadway  
New York City.

Dear Mr. Imbrie:

Mr. Meadowcroft handed me your favor of the 7th instant, with the two Laboratory strike-offs made with Paranitraniline.

I return these strike-offs and would say that if you will look on the back of the two samples you will find that you printed the German sample heavier.

I have a dispute with a German house about the price of Paranitraniline. Will you kindly do me the favor to give me the lowest normal price on Paranitraniline, pure, and 25% paste as the prices were before the War. Could you also send me samples of the pure and of the paste.

It may be that I can make Beta Naphthol in large quantities, and will let you know about it in a few days. I have found a new way of doing it.

I will send you a sample of better quality of Paranitraniline in an early mail.

Yours very truly,

Thomas A. Edison

*First*

April 10th. 1915.

Mr. George E. Jeandheur, Sec'y.,  
New Jersey Car Spring & Rubber Co.,  
Jersey City, N. J.

Dear Sir:

Replying to your favor of the  
second instant, I beg to say that I could  
make some Dimethylaniline if you need it  
very badly and if you were willing to give  
a large enough order to warrant my putting  
up the apparatus.

Yours very truly,

*Thomas A. Edison*

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April 9th. 1915.

540

T. Commerford Martin, Esq...  
29 West 54th Street,  
New York City.

Dear Mr. Martin:

I received your note with the newspaper clipping containing letter about "Unneutral Dyes" and showed it to Mr. Edison. He agreed with you that it is really very funny, but he is awfully sorry to see the public led astray with such rot.

Yours very truly,

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4657  
Miss Leila Livingston Morse,

713 Park Avenue,

Rochester, N. Y.

April 10th. 1915.

Dear Miss Morse:

Replying to your favor of the second instant I would say that your records were made on what is called "test record" wax, so that we could hear the reproduction directly from the wax. When a regular record is made the wax is very delicate and we don't dare to reproduce the music until the record is electroplated over the wax in solid copper. Therefore we could not make matrices from your trial records.

I hope that when you come to New York again you will make some further samples to prove up good interpretation. Then, if they are good, we could make some regular records and you could get all the replicas you want.

Yours very truly,

Thos A Edison

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29

April 10th. 1915.

Mr. W. H. Mason,  
Cambria Steel Company,  
Johnstown, Pa.

Dear Mr. Mason:

Mr. Edison received your letter of the 8th this morning, and he says it looks good to him, and he can foresee a shipment of Benzol coming this way before long.

He says that you can send him either 90% or pure as soon as you get a carload. If you send the 90% we can take care of it with our still at Silver Lake, so you need not delay on account of trying to get it pure, as we are running pretty close on Benzol.

He is glad to see that you are providing for the ventilation in accordance with his previous note to you.

He says that as soon as you find out any new points in your operation of the stills it would be well for you to send a note right away to Lucas at the Dominion Iron & Steel Company, Sydney, Nova Scotia. He expects to start up on Monday, so perhaps it would be well for you to write him of the various matters you have had to wrestle with and overcome up to date. Be sure and call his attention to the matter of ventilation.

Wishing you lots of good luck, I remain,

Yours very truly,

Hurst

April 10th. 1915.

Mr. H. F. Rubinstein  
504 West 151st Street,  
New York City.

Dear Sir:

I have received your favor of the second instant, and must ask you to kindly excuse the delay in reply, as I have been exceedingly busy on a great number of important matters which have occupied my attention for 16 or 20 hours a day.

I regret to say that I shall be unable to make you any offer for any of Mr. Rosenblatt's records at this time.

Yours very truly,

Thomas Edison



April 9th, 1915.

Mr. Walter Smyth,  
Faunmore,  
Holywood,  
Co. Down, Ireland.

Dear Sir:-

Let me assure you that it repays me for my years of hard work in trying to perfect the phonograph when I receive unsolicited letters of commendation such as you have kindly sent me. I am much gratified to learn that you and your family derive so much enjoyment from the phonograph, and I trust that it will never diminish. I am doing my best that it shall not, as I am constantly endeavoring to improve the quality of the records.

Yours very truly,

First

April 10th. 1915.

Dr. Henry Snyder,  
223 Boehling Street,  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of the sixth instant, and in reply beg to say that I will investigate your complaint. Will you kindly send the Port record by Express at my expense to my Assistant, Mr. W. H. Meadowcroft, Edison Laboratory, Orange, N. J.

Have you any other records that show the same effect? If so, please send these also and the matter will receive prompt attention.

Yours very truly,

Thomas A. Edison

First

April 10th. 1915.

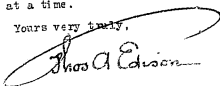
Mr. John A. Bleicher, Editor,  
Leslie's Illustrated Weekly Newspaper,  
New York City.

Dear Mr. Bleicher:

I must ask you to kindly pardon the delay in reply to your favor of the 30th ultimo, as I have been extremely busy on a multitude of very important matters.

Replying to your inquiry let me say that I think it is perfectly feasible to lift a submarine from any depth with a number of large magnets such as are used for handling pig iron. Some of these magnets will pick up half a carload at a time.

Yours very truly,

Thomas A. Edison

50

April 10th. 1915.

304

Mr. E. F. Taylor,  
1212 Bluff Street,  
Keokuk, Ia.

Dear Sir:

I beg to acknowledge receipt of your favor of the fifth instant, and would say in reply that Mr. Edison will have an examination made of the patents of various Foreign countries to see if a patent on your device would be a good one. After this examination has been made, which will take a little time, I will take up the matter again with you.

Let me say for your information that your device makes no improvement whatever on the Disc machine, but it does on the Cylinder phonograph.

Yours very truly,

Assistant to Mr. Edison.

*Hirst*

April 10th. 1916.

Mr. Jacques Urlus,  
217 Riverside Drive,  
New York City.

Dear Mr. Urlus:

I am in receipt of your favor of the fifth instant and in reply beg to say that your last records are good. I don't think we will be able to get any of them through our manufacturing processes by April 17th. Will you kindly leave your address with Mr. Miller at our New York office and say to him that I want two of each of your records forwarded to you.

We all notice that when the selections you sing are composed of long and sustained notes and are not broken up by a number of German words, they are very beautiful. Too many spoken words in German are fatal to the musical quality. The vocal cords cannot talk and sing simultaneously without bad results.

We hope that the next time you sing you will let us have some songs <sup>like</sup> the Evening Star ~~by~~ Tannhauser, which are suitable for Tenor.

Yours very truly,

*Thomas Edison*

*Thos A Edison*

April 10th. 1915.

Mr. George H. Hammel,  
285 Webster Avenue,  
Jersey City, N. J.

Dear Sir:

Your favor of the 7th instant was handed to me for perusal, and I read it with a great deal of interest. Let me say for your information that we have been recording some very fine German records made by Ullus, the Tenor at the Metropolitan Opera. As to Beethoven, we have not been satisfied with the quality of the records that we have made, and I now have in course of construction a large special building, in which I hope to make good records of all of the best Symphonies and Sonatas of Beethoven, Mozart, Brahms and Bach. No phonograph will make proper records of these masterpieces under the conditions upon which we are all working at the present time.

I am sorry to be obliged to add to this letter that we shall never sell many of these fine records, as the general public is not looking for them.

Yours very truly,

*Thos A Edison*

*First*

April 12th. 1915.

J. P. McNaughton, Gen'l. Sales Agent,  
Dominion Iron & Steel Co., Ltd.,  
Sydney, Cape Breton, Canada.

Dear Sir:

Referring to your letter of March 31st - the original of which did not reach me and the Dominion Iron & Steel Company were good enough to furnish me with a copy: In connection with that portion of your letter concerning the Canadian Railways' classification of Benzol, would state that the same is Fifth Class in carloads. This classification also prevails in the United States.

The railroads of Canada allow for loaded and empty mileage three-fourths of a cent per mile. The lessors of the cars I will use will arrange with the Canadian roads through their system of accounts to see that I am credited with the amounts due me; my Traffic Department will also keep this matter under careful check, and I do not consider it necessary for you to take this matter up with the Canadian roads, over which the cars will pass.

Thanking you for your kind offer, and awaiting the pleasure of the receipt of your further favors, I remain,

Yours very truly,

*Thomas A. Edison*

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April 12th. 1915.

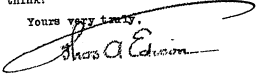
Mr. S. Takaki,  
Mitsui & Company,  
25 Madison Ave.,  
New York City.

Dear Mr. Takaki:

I am in receipt of your favor of the ninth instant, enclosing copy of certificate of analysis made on the sample of Diphenylamine which I sent you a few days ago. I am glad to see that it proved so satisfactory.

I can make it even still purer than the sample, if desirable, and with very little more expense. I quoted \$1.65 to the Russian representative you sent a few days ago, but am afraid that the order will not be placed at that price. What do you think?

Yours very truly,

H. A. E. 

2188

592

April 12th 1915.

Proudfoot Commercial Agency,  
149 Broadway,

New York City.

Dear Mr. Proudfoot:

A Mr. Charles E. Cassell of 1044 Byron Street, Chicago, has applied to Mr. Edison for a position, and he wants you to look him up. He gives as references the following:

H. W. Gossard, Pres.,  
H. W. Gossard Corset Co.,  
1006 So. Michigan Ave.,  
Chicago, Ill.

E. J. Seward, Treas.,  
Royal Worcester Corset Co.,  
Worcester, Mass.

He states also the following as his experience before he was connected with the Royal Worcester Corset Company.

With Armour & Co., Wholesale Meats, 5 years as Credit Manager, Auditor and Office Manager.

Also expert accounting, systematizing and organizing for Hartwell Lumber Co., Illinois Sewing Machine Co., Mandel Bros. and the Gunning System.

Will you kindly make your report to me as usual and at your earliest convenience.

Yours very truly,

Assistant to Mr. Edison.

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April 12th. 1915.

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Mr. S. Takaki,  
 Mitsui & Company,  
 25 Madison Avenue,  
 New York City.

Dear Mr. Takaki:

At last we are able to render you a bill for the Colnol. This bill covers the entire quantity which we treated, and you will see that we got out of it eight hundred forty-four (844) gallons of Colnol, of which we have shipped on your orders seven hundred (700) to Richard and one hundred fifty (150) to Pfizer.

You will see that we have on hand four hundred eighteen (418) gallons of Solvent Naphtha. This is worth from twenty-five to thirty cents a gallon, and I give you below a few names of those who have asked us for Solvent Naphtha.

A. Klipstein & Company,  
 654 Greenwich Street,  
 New York City.

Dupont de Nemours Powder Co.,  
 Wilmington, Delaware.

Atlas Export & Trading Co.,  
 29 Broadway, N. Y. City.

The H. B. Chalmers Co.,  
 Schenectady, N. Y.

William H. Schoel,  
 159 Maiden Lane, N. Y. City.

Jacques Wolf & Company,  
 Passaic, N. J.

You can probably make the sale to some of them. I will try and send you a few more names tomorrow.

As to the eight hundred twenty (820) gallons of Hydrocarbons, we don't know whether they are of any particular value at this time, but it will do no harm for us to hold on to them for a while.

S. Takaki.

Mr. Edison is looking into the matter to see if they have any value.

Yours very truly,

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April 14th. 1915.

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Mr. E.G. Liebold,  
% Mr. Henry Ford,  
Detroit, Mich.

Dear Mr. Liebold:

I have received your favor of the 12th instant in which you mention that Mr. Robert Brakine Ely, the Director. The Civic Forum has invited Mr. Ford to be one of the special guests on the occasion of the presentation to Mr. Edison of the Civic Forum Medal of Honor on the 4th, 5th or 6th of May.

Mr. Edison wishes you to say to Mr. Ford that Mr. Ely and others have been making strenuous efforts to get him to attend on this occasion, but he has told them that he can't do it, as he is too busy to get away from the Laboratory. Mr. Edison has asked Mrs. Edison to go over and receive the Medal for him, as he will not go.

Yours very truly,

*H. A. Edison*  
Assistant to Mr. Edison.

April 14th. 1915.

Friend Ford:

I think Hoadcroft has already sent to you through Mr. Liebold my acknowledgment of a receipt of the set of gauges which you so kindly sent me, and now I want to thank you personally. I am delighted to get the gauges, as they will be very useful for our standardizing.

I sent you a complete set of parts of our mechanism a few days ago, and trust that they have reached you.

Yours sincerely,

Mr. Henry Ford,  
Detroit, Mich.

Mr. Ford

142

350

April 14th. 1911

Mitsui & Company, Ltd.,  
25 Madison Avenue,  
New York City.

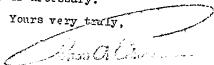
Attention - Mr. S. Takaki.

Dear Sir:

This will confirm the telephone messages which Mr. Meadowcroft has sent you to-day to the effect that I can furnish you with as much as one hundred thousand (100,000) pounds of pure Diphenylamine at a price of one dollar and twenty-five cents (\$1.25) per pound, and that I could start deliveries on June first, 1915 at the rate of five hundred (500) pounds per day.

I also beg to confirm the message I sent you over the telephone to the effect that you could ask the Russian one dollar and thirty-seven cents (\$1.37) a pound, which would allow you a 10% commission. Since then I have telephoned you to be sure and get the Russian order if possible, as I could perhaps make a little lower price if necessary.

Yours very truly,



394

April 14th 1915.

Mitsui & Company, Ltd.,  
25 Madison Avenue,  
New York City.

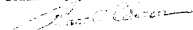
Attention - Mr. S. Takaki.

Dear Sir:

Confirming my telephone message to you this afternoon through Mr. Meadowcroft, I beg to say that it is simply impossible to tell what the Toluol output will be from the gases of any Coke oven plant. It all depends upon what is in the coke, and no one can tell until after the plant has gone into operation.

It is therefore not safe to contract for a minimum quantity of Toluol in making your contracts. If you are going to sell all that we make at Woodward, the only safe thing to do is to agree to furnish the entire output of Toluol from the Benzol Absorbing Plant of Thomas A. Edison at Woodward, Alabama, approximating two hundred fifty (250) gallons per day, more or less.

Yours very truly,



*First*

April 14th. 1915.

Mr. R. B. Owens,  
The Franklin Institute of the State of Pennsylvania,  
Philadelphia, Pa.

Dear Mr. Owens:

I received both your official and personal letters in regard to the action of the Institute in awarding me The Franklin Medal, and was greatly surprised, as this was the first intimation I had of any such thing.

I shall not attempt to say how deeply I am gratified on this mark of distinction, because I am unable to do so adequately. Let me say, however, that I am deeply appreciative of the honor thus conferred upon me, and I thank you for your personal congratulations and kind expression of sentiment in regard to myself.

Now comes a more difficult part, and that is the invitation to go to the Institute on May 19th to receive the Medal and certificate. Your President, Dr. Walton Clark, has been here to see me, and I have explained the difficulty of my situation in regard to getting away, as I am in the midst of a most extraordinary pressure of work. Undoubtedly he has talked the matter over with you, so I will not attempt to repeat what passed at our interview.

With kind regards, I remain,

Sincerely yours,

*Richard B. Owens*

Hirst

April 14th. 1915.

Mr. Edward P. Stettinius,  
Export Department,  
J. P. Morgan & Co.,  
23 Wall Street,  
New York City.

Dear Mr. Stettinius:

Replying to your favor of the 12th instant,  
I beg to say that we are now distilling the Benzol for Toluol,  
and will make a shipment as soon as we obtain a sufficient quantity. I think this will only take a few days longer now.

We propose using for shipments of the Toluol, steel drums having a capacity of one hundred ten (110) gallons. These are made of extra heavy steel, #13 gauge, and are welded throughout. They comply with the Interstate Commerce Committee Shipping Container Specification #5, and would cost eight dollars and forty-five cents (\$8.45) each. I propose to use the all-welded steel drums, as I believe you would not want to take any chances of leakage.

Will you kindly advise me whether shipments of ten (10) drums at a time will be too small.

Yours very truly,

*Edward P. Stettinius*

*Hurst*

April 18th. 1

Stone & Webster Management Association,  
Stone & Webster Building,  
147 Milk Street,  
Boston, Mass.

Gentlemen:

I am in receipt of your favor of the tenth instant in regard to the holder oil which we received from Pawtucket and New London, and would say that our analysis shows that there is so little Benzol or Tolnol in the samples that we would not be interested.

I think that possibly the United Gas Improvement Company of Philadelphia might be able to make some use of it, and would suggest that you communicate with Mr. W. H. Cartley in care of that Company.

I thank you for sending me the samples.

Yours very truly,

272

April 13th. 1915.

Jacques Wolf &amp; Company,

Passaic, N. J.

Gentlemen:

I beg to acknowledge receipt of your favor of the 12th instant, and thank you for the information therein contained.

Do you happen to have on hand some of the Paranitraniline which you bought before the War. If so, can you spare me a sample. I would very much like to have it.

Yours very truly,

120

407

April 15th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

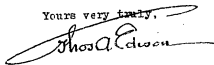
Dear Sir:

Confirming our conversation, I beg to say that I am ready to accept contract for fifty to sixty tons of Aniline Oil in equal monthly shipments, commencing June 1st, 1915 and extending to the end of the present year at twenty-nine (29) cents per pound, net, F. O. B. Silver Lake, N. J. Drums extra, to be credited if returned in good order within ninety days from date of original shipment.

As to Aniline Salt, I will accept an order for any reasonable quantity on time contract for one year at thirty-five (35) cents per pound, F. O. B. Silver Lake, N. J., containers extra. At this price for Aniline Salt, I would allow you a 5% commission.

These offers to be open for two weeks from date of this letter. If at the end of that time you have not completed any negotiations then under way I will consider giving you an extension of time.

Yours very truly,

Thomas A. Edison

*Hirst*

April 14th. 1915.

Miss Helen Leslie Jordan Feldes,  
4609 Michigan Avenue,  
Chicago, Ill.

Dear Madam:

I have received your favor of the 10th instant, which has had my careful attention.

I am sure you will quite understand that we should desire to hear a trial of your husband's voice before we could decide whether his singing would be acceptable for making our phonograph records. Generally speaking, we don't pay the expenses of singers coming on to make trial records, but I would suggest that he might go to our Phonograph Shop in Chicago, #229 South Wabash Avenue, and see Mr. C. E. Goodwin there, and sing for him. Mr. Goodwin would then write me his impressions about the voice, from which I should be better able to judge what could be done.

Yours very truly,

*Hurst*

April 14 th. 1915.

Mr. L. J. Haberkorn,  
The House of Music,  
Chataworth, Ill.

Dear Mr. Haberkorn:

I am in receipt of your favor of the 7th instant in regard to the records made by your son J. Lester Haberkorn, and for your and his sake regret that we found that the records that he made were unsatisfactory. You must please bear in mind that this does not imply a general criticism of his voice nor of his ability as a singer. The criterion that we have is whether a voice is a good "phonograph voice".

You will probably be surprised to learn that out of the thousands of voices I have tested we have found only two or three per cent suitable for the phonograph. You must bear in mind that there are many requirements for phonograph records that you could not even dream of, as you have not had the years of experience on the technical side.

A singer may be very successful both for concert and opera work, and yet be an entire failure for the phonograph. I am sorry we shall be unable to use your son for making records, but please bear in mind that it is not a general criticism either on his voice or on his singing.

Yours very truly,

294

April 15th. 1915.

Mr. W. H. Mason,  
Coke Oven Department,  
Cambria Steel Co.,  
Johnstown, Pa.

Dear Mason:

I have given a letter to Mr. W. E. Blauvelt introducing him to you or Bacon. He wants to look over our plant, and I want you to give him all facilities for examining it. He is the Engineer of the Smet-Solvay Company, and has engineered their Benzol Plant, so he is well posted. He is a friend of mine, and would undoubtedly be able to give you lots of good points. I understand that he is going to have one of his associates with him.

Yours very truly,

Thomas Edison

*Don't tell him much about your own troubles*

*Funet*

Mr. J. T. Parker,  
General Chemical Co.,  
25 Broad Street,  
New York City.

April 15th. 1915.

Dear Mr. Parker:

I beg to acknowledge receipt of your favor of the 14th instant enclosing copy of your editorial on the manufacture of dyestuffs in this country. I handed this to Mr. Edison, who has read it with a great deal of interest and wishes me to thank you for sending it for him.

I have also had the pleasure of reading it myself, much to my own edification.

Yours very truly,

Assistant to Mr. Edison.

346


April 15th. 1915.

Mr. Andrew Imbrie, Purchasing Agent,  
The United States Finishing Co.,  
320 Broadway,  
New York City.

Dear Mr. Imbrie:

I am in receipt of your favor  
of the 14th instant, and beg to thank you for  
the sample of German Paranitraniline in the  
powdered form, which you so kindly sent me.

I am sending you to-night by  
mail, under separate cover, a sample of our  
own product, ~~which was~~ and trust it will be received safe-  
ly and in due course.

Yours very truly,  


First  
1915

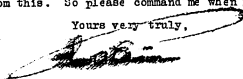
April 15th. 1915.

Mr. Thomas E. Murray,  
54 Wall Street,  
New York City.

Dear Mr. Murray:

Mr. Meadowcroft tells me that the supply of a thousand gallons a day of crude Benzol at some southern gas plant will not be ready until July. I am just writing to say that I shall be very glad indeed to give Mr. Brady and yourself any advice I can to enable him to get the best results from this. So please command me when you are ready.

Yours very truly,





April 15th. 1915.

Dr. Walton Clark, President,  
The Franklin Institute of the State of Pennsylvania,  
Philadelphia, Pa.

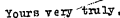
Dear Dr. Clark:

I am in receipt of your favor of the 13th instant, and would say in reply that I shall be happy to have you shown through the Laboratory and the works some day when it is convenient for you to come over here.

Possibly I might manage to go to Philadelphia on the 19th of May, but just now the pressure of work is so great that it is rather difficult for me to see my way clear. I will ask you, therefore, to not look upon this as a definite promise, but I will do my best.

With kind regards, I remain,

Yours very truly,



*Hurst*

April 15th. 1915.

Mr. George P. McCabe,  
333 West 14th Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 10th instant, and beg to assure you in reply that in time we will have records of all the good singers, but I wish to say for your information that there are only a few of the celebrated Grand Opera Artists who have good voices. Generally speaking, the reputation of these artists is due to good acting and personality and very little to the quality of voice. These we do not care to record, although our competitors continuously use them for advertising purposes.

You can come over to the Laboratory any time and we will turn you over to one of our experts, who will teach you what you wish to know about the instrument. When you come, please ask for my Assistant, Mr. Meadowcroft.

Yours very truly,

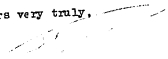


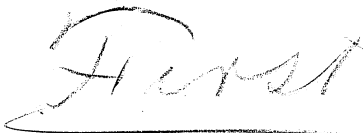
April 15th. 1915.

Mr. Rossiter W. Raymond,  
29 West 39th Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the ninth instant, and in reply beg to say that I do not remember ever having asked advice such as you mention from any scientific man. Generally speaking, in forming a theory, I studied the transactions of the Societies and read as far as possible all that has been done. If it looks good, I adopt it, and proceed to experiment. If the theory does not work to get me results, I run wild and work empirically, - and then I generally get results.

Yours very truly,  


A large, stylized handwritten signature, likely "Helen", is written in dark ink. The signature is enclosed within a simple, hand-drawn oval border.

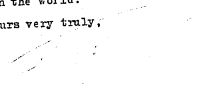
April 15th. 1915.

Mrs. Norman de B. Whitehouse, Chairman,  
118 East 56th Street,  
New York City.

Dear Madam:

I am in receipt of your favor of  
the 13th instant, and in reply beg to say  
that I am in favor of Woman Suffrage. Women  
is by far the best of humanity, - the great-  
est moral force in the world.

Yours very truly,

A handwritten signature, possibly "Helen", is written in dark ink below the closing "Yours very truly,".

364

April 17th. 1915.

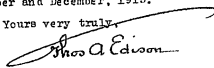
Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Referring to the telephone conversation between yourself and Mr. Meadowcroft today, in which you asked me to increase the quantity of Aniline Oil from sixty (60) tons to a greater figure that you might offer for sale, I beg to confirm what I authorized Mr. Meadowcroft to tell you on the telephone.

At the time of telephoning you had made a contract for thirty-four (34) tons of Aniline Oil, which left twenty-six (26) tons out of the sixty (60) mentioned in my letter to you of April 15th, 1915. You stated to Mr. Meadowcroft that you were going West to see the Firestone Rubber Company and would like to be in position to offer them more than the twenty-six (26) tons, and I authorized Mr. Meadowcroft to tell you that I would add nine (9) tons, so as to make a total of thirty-five (35) tons, which would make an equal delivery of five (5) tons per month for June, July, August, September, October, November and December, 1915.

Yours very truly,

  
Thomas A. Edison

Friend

April 17th. 1915.

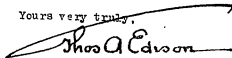
Lord Richard Neville,  
Rideau Hall,  
Ottawa, Ont.

My dear Lord Neville:

At my Laboratory last week I exhibited to an officer of the Dominion Iron & Steel Company a new type of phonograph which reproduces all music perfectly and without the slightest trace of mechanical timbre. He suggested that I should have one of these instruments shown to the Duke of Connaught and members of his family. Should you like to hear it, I will have one sent.

It may interest you to learn that I have recently furnished the Dominion Iron & Steel Company with a plant for the extraction of Tolmol from their coke oven gases, for which I believe your Government in London has very urgent need.

Yours very truly,

 Thomas A. Edison

*Hirst*

April 16th. 1915.

Mr. George H. Hemmel,  
281 Webster Avenue,  
Jersey City, N. J.

Dear Sir:

I beg to acknowledge receipt of your favor of the 14th instant, and would say in reply that I believe that our competitors bring out the record you mention purely for advertising purposes. Their business is built up by advertising celebrated artists, whose reputation has been attained in nearly every case from their acting and personality and not because of any superior quality of voice. Their records of these artists show how poor the voices are.

Yours very truly,

104

April 19th. 1915.

Mrs. A. M. Hansen,

Tracy, Minn.

Dear Madam:

Referring further to your favor of the 12th instant, we beg to say that Mr. Edison has been shown the song "Minnesota", and says that he could not use it for a phonograph record, as it is usually the tune that sells a record and not the words. We therefore return the printed copy of the song herewith.

Yours very truly,

Edison Laboratory.

~~Edison~~

Enclosure.

# Hirst

April 19<sup>th</sup>. 1915.

The Associated Newspapers,  
Singer Building,  
New York City.

Gentlemen:

I am in receipt of your favor of the 14th instant in regard to the cartoons made by your Mr. H. T. Webster on "Our Boyhood Ambitions". I would say in reply that I have no objections to his making one referring to myself if you wish. My boyhood ambition was experimenting with chemicals.

I should, of course, be glad to receive the original cartoon after its reproduction.

Yours very truly,

John A. Edison

*Hirst*

April 19th. 1915.

Miss Bertha H. Baruch,  
Industrial Union for the Deaf,  
Chauncey Hall Building,  
585 Boylston Street,  
Boston, Mass.

Dear Madam:

I beg to acknowledge receipt of your favor of the 12th instant, and would say in reply that a horn held in front of the grill on the Diamond Disc Phonograph and placed to the ear of the deaf person is the most powerful device for a hearing test.

We could loan you such a horn, or you might borrow one of the old type phonograph horns from one of the Edison Phonograph Dealers in Boston.

Yours very truly,

*Thomas A. Edison*

# First

April 20th. 1915.

Mr. John C. Mahin,  
104 South Michigan Ave.,  
Chicago, Ill.

Dear Sir:

Replying to your favor of the  
12th instant, let me say that I am not  
ready at this time to take up an adver-  
tising campaign on the Dictating Machine,  
but after a while I will get at it and  
see what can be done.

Yours very truly,

Thos A Edison

*Handwritten: Frost*  
*Handwritten: 53*  
April 19th. 1915.  
Mr. Frank E. Ince, Supt. Coke Oven Dept.,  
Dominion Iron & Steel Company,  
Sydney, Cape Breton,  
Canada.

Dear Sir:

I am in receipt of your favor of the 15th instant, which has been read with a good deal of interest. The photos have not yet come to hand. I shall be glad to see them when they arrive.

We had trouble with our cast iron Hitzel, but we found the trouble and now both of them are working fine. There is scarcely a trace of wash oil comes over. We lifted one edge of the big cap through the hole in the still, on all caps. This gave free vent to steam and prevents mechanical carrying over of the oil.

I am very glad to learn that you are getting such fine results, and congratulate you on the good work you have done on getting your plant in operation.

Yours very truly,

*Handwritten signature: Chas. A. Edison*

*Handwritten: Look out for America*

April 21st. 1915.

Clarence Dillon, Esq.,  
 William A. Read & Co.,  
 Nassau & Cedar Streets,  
 New York City.

Dear Mr. Dillon:

Confirming the telephone conversation between you and Mr. Meadowcroft, I beg to say that I will take four hundred (400) gallons per day of your pure Benzol for one year at sixty-five (65) cents per gallon, provided you can commence making regular deliveries by May 15th, 1915. I will furnish the tank car to move it to my works. This pure Benzol should distill at  $1/2$  degree of 80 Centigrade, and the 90% Benzol from which the pure is made should be well washed with acid and alkali before distillation. There is no trouble in doing this, and it is essential in order to make your Coluol meet specifications. This washing is done in a lead lined tank specially made for the purpose. If you have not already got one at your plant I could probably put you in the way of getting one in twelve or fourteen days.

At my Chemical Works in Silver Lake, I have a still, but have no acid washer at present, but I have order one, which I expect will be ready in about twelve days. In that event I could take some crude Benzol and fractionate it. At what price, or what terms would you let me have crude for this purpose.

I would add for your information that you will find the fractionating of the Benzol into pure Benzol and pure Coluol attended with some difficulties, as there is considerable Paraffene Hydrocarbons to contend with.

Yours very truly,

487

April 20th, 1915.

Mr. J. T. Nelson,  
Coke Oven Department,  
Cambria Steel Co.,  
Johnstown, Pa.

Dear Mr. Nelson:

I have telegraphed you today that a carload of drums was shipped from Pittsburgh to Johnstown yesterday. These are being shipped by Wm. B. Sealife Sons & Company.

I suppose it is superfluous to remind you, but I am going to take the chance anyway. You will remember that we have to pay the Cambria Steel Company so much per gallon for every gallon of Benzol and Toluol shipped away from the plant. Will you please therefore instruct your men to be sure and keep a very careful account of every drum and its contents, and whether the contents are Benzol or Toluol, Crude, 90% or pure.

I would suggest that you commence a series of numbers on your drums, while you are shipping in drums, and mark them with consecutive numbers, so you will have these numbers on your books, and we will enter the same numbers on our books at Silver Lake, when the drums are received from you. You had better give instructions to mark the drum with what it contains, and we will instruct our bookkeeper at Silver Lake to mark them similarly when they are received by them.

Yours very truly,

*J. T. Nelson*

C.C. to Mr. J. T. McDermott,  
Silver Lake, N. J.

*P.S. This ought to have been mailed last week.*

*H. P. S.*

April 20th. 1915.

Miss Mildred V. Grainger,  
796 East 38th Street,  
Los Angeles, Cal.

Dear Miss Grainger:

In reply to your favor of the 9th instant in regard to the article on "Mr. Edison's Brick and Concrete", let me say that this article was a malicious attack by the Brick Industry Organ and full of false statements.

As a matter of fact, all my concrete buildings are repaired and in use, while all the brick and steel buildings were entirely destroyed by the fire.

Yours very truly,

*Thomas A. Edison*

# Hirst

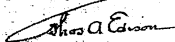
April 20th. 1915.

Dr. T. Whittelsey, Director,  
General Laboratories,  
United States Rubber Co.,  
59th St. & 11th. Ave.,  
New York City.

Dear Sir:

I duly received your favor of the  
13th instant in regard to Storage Battery  
jars, and would say in reply that the list  
you have contains the only articles we know  
of that are safe for use for hard rubber  
fillers.

Yours very truly,

Thomas A. Edison

*First*

April 22nd. 1915.

Mr. Harvey Heitman,  
Fort Myers, Fla.

Dear Sir:

Your favor of the eighth instant  
to Mrs. Edison in regard to Zeeman has been  
received.

Have you in view a reliable man  
and wife for the place? My wife will also  
try and get a family.

Can you get a reliable woman to  
put things away in good shape for the summer?  
If so, please let me know at once.

Yours very truly,

*Thomas A. Edison*

394  
522

Monsanto Chemical Works,

St. Louis, Mo.

Gentlemen:

April 22nd. 1915.

I beg to acknowledge receipt of your favor of the 19th instant, and regret that you have been obliged to re-distill the Phenol. I will pay the expenses amounting to nine dollars (\$9) for this. I will instruct our Bookkeeping Department to send you a credit for this amount.

For your information let me say that I will soon have my Vacuum Still in operation, and then you will have no trouble. Thus far, we have not distilled in Vacuum.

Yours very truly,

Thomas A. Edison

521

Monsanto Chemical Works,

St. Louis, Mo.

Gentlemen:

584

I am in receipt of your favor of the 16th instant, and beg to say in reply that I have already contracted for all the Toluol which I expect to make, and therefore am not in position to make you any quotation.

Yours very truly,

Thos A Edison

Mitsui & Co NYC may have some for sale

Hirst

Mr. C. J. Ramsburg, Second Vice Pres.,

H. Koppers Company,

First National Bank Bldg.,

Pittsburgh, Pa.

April 22nd. 1915.

Dear Mr. Ramsburg:

Mr. Meadowcroft has handed me your favor to him of the 20th instant, and I read it with a good deal of interest. Let me say for your information that I urged the Inland Company for some time to put up a plant. At first they turned it down, but it seems that they afterward decided to install one, and I am pleased that they did so.

There is a Banker in New York who owns a large coal property of coking coal of very high volatility, and I am urging him to put up by-product ovens. He has sent me a barrel of the coal. Could you determine the quality of coals and percentage of by-products he could get if I sent the coal to you? If favorable, I might induce him to connect up with you for the entire plant.

I am wondering whether your pure Benzol Stills are better than Badgers. We make pure Benzol and Toluol with some difficulty, although the product, such as Toluol must meet the Nobel test.

Yours very truly,

Thomas A. Edison

424

April 22nd. 1915.

596

Mr. Shunzo Takaki,  
Mitsui & Company  
25 Madison Avenue,  
New York City.

Dear Sir:

Confirming the telephone message which I sent you through Mr. Meadowcroft, I beg to say that we can meet the Nobel Specification on the Toluol that will be made at Woodward, Alabama.

The Toluol I made for you is almost up to the Nobel, but I had to give it one more wash with acid and redistill it; then it met the Nobel Specification perfectly.

Yours very truly,

Thomas A. Edison

*Tipst*

April 22nd. 1915.

United & Globe Rubber Mfg. Cos.,

Trenton, N.J.

Gentlemen:

Replying to your favor of the 19th instant, I beg to say that I cannot offer any Benzol, as I use all I get for making Aniline Oil and Carbonic Acid.

Yours very truly,

*Wm. A. Reed*  
*About May 12<sup>th</sup> a plant in Milwaukee*  
*will be able to furnish Benzol, their prices*  
*are 80 to 90 cents I believe. Address*  
*Clarence Dillon*  
*Care W. A. Reed & Co*  
*Nassau St. N.Y. City*

*First*

April 26th. 1915.

Clarence Dillon, Esq.,  
W. A. Read & Company,  
Nassau & Cedar Streets,  
New York City.

Dear Mr. Dillon:

Mr. Edison asked me to look up our files and send you the names of some parties who have recently inquired for Benzol. The names and addresses that I found so far are as follows:

A. E. Highway	25 Beaver Street	New York.
C. B. Richard & Company	31 Broadway	New York.
Miller Rubber Company		Akron, Ohio.
Jacques Wolf & Company		Passaic, N.J.
American Synthetic Color Co.		Stamford, Conn.
Horace Buson	625 Exchange Bldg.	Philadelphia, Pa.
Charles Cooper & Company	194 Worth Street	New York.
Duplex Electric Company	257 Broadway	New York.
Eastman Kodak Company		Rochester, N.Y.
H. Eisman & Sons	817 N. Second Street	Philadelphia, Pa.
William E. Jordan, Inc.	11 Cliff Street	New York.
Sterling Rubber Co. Ltd.		Guelph, Canada.

Yours very truly,

Assistant to Mr. Edison.

P. S. Also The Standard Oil Cloth Co., 320 Broadway, N. Y. City.

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Monsanto Chemical Works,

St. Louis, Mo.

Gentlemen:

Your favor of the 21st instant was forwarded to our Chemical Works at Silver Lake. This will explain the delay in making reply. Let me say for your information that while the Carbolite Plant is built by Thomas A. Edison, Inc., all the correspondence in regard to technical questions should be had with me.

When I wrote you on the 22nd instant, I stated that we would pay the nine dollars (\$9) expenses of redistilling the three (3) drums, but omitted to say that we would render a credit also for the thirty-five and one-half (35 1/2) pounds of Phenol lost by the distillation. I will have our Bookkeeping Department send a credit through for this, and beg to ask that you kindly accept my apology for the omission.

I note that you will have to redistill the drum which was invoiced March 30th. When you have redistilled this, please send me a memorandum of the expense and the loss.

Yours very truly,

*Hixson*

April 27th. 1915.

Dr. Robert Brakine Ely, Director,  
The Civic Forum,  
147 West 48th Street,  
New York City.

Dear Dr. Ely:

At last I am sending you the lists prepared by Mrs. Edison and by myself. You will see that Mrs. Edison's list is made in two divisions, one for boxes, and the other for general audience. If it is possible and not asking too much she would very much like to have her guests occupy boxes on the lower tier.

If you will look at the list headed "For Boxes", you will see that I have bracketed certain groups of names together. Mrs. Edison would like to have those groups that are bracketed occupy boxes together. Those names that are not bracketed may be assigned to such other boxes as seems to you best.

My list is divided in three sections, for platform, boxes, and general audience. I trust I have not made any one of them too extensive. So far as concerns the parties in the boxes on my list, they may be grouped according to your convenience in boxes on the upper tier, unless you wish to dispose of them otherwise.

In making out my list I had not included names for the platform that are in your list, such for instance as Dr. Dr. Steinmetz, Prof. Kennelly, Mr. Coffin, Mr. Ford or Mr. Martin.

Trusting all of the above will be satisfactory, I remain,

Yours very truly,

*William Hixson*  
Assistant to Mr. Edison.

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April 28th. 1915.

Cambria Steel Company,  
Johnstown, Pa.

Gentlemen:

Our Mr. Mason sent me a copy of the application for membership in the Cambria Mutual Benefit Association with copy of the Constitution attached, and informs me that your Company requires all workmen to belong to this Association and pay dues of one dollar (\$1) per month, you paying in about the same amount. According to the Constitution the employee receives certain benefits in case of sickness or accident.

Mr. Mason informs me that you have kindly proposed to put my men on your payroll and pay them direct, charging the same to me monthly, and then all workmen would be required to belong to the Association and receive all its benefits, and I would be relieved of liability for accident. Under this arrangement, the Manager of my plant would have full privilege to hire and discharge men, and set their rates etc.

I understand also that a total limitation of payment by the Association to workmen or their representatives for death or permanent disability is one thousand dollars (\$1,000), and that if I make the arrangement with you, as above outlined, you wish me to agree to protect you for any judgment obtained by an employee or his representative for over one thousand dollars (\$1,000).

I now write to say that I shall be glad to take advantage of your courteous offer to have my workmen put on your payroll, you paying them direct and charging to me monthly, and requiring them to belong to the Association, as above mentioned. I shall be glad to have you carry this into effect at once, and agree on my part to protect you for any excess over one thousand dollars (\$1,000) that you may be compelled to pay on any judgment obtained by one of my employees or his representatives by reason of death or permanent disability.

Yours very truly,

*Thos A. E. [Signature]*

Hurst

April 28th, 1915.

J. H. Plummer, Esq. President,  
Dominion Iron & Steel Company,  
Toronto, Ontario, Canada.

Dear Mr. Plummer:

In accordance with your request I placed the orders for the Badger and Hirzel Stills for the Sault Ste. Marie Plant. In doing so, I have acted as your agent in order to expedite the construction and delivery of the Stills.

I telegraphed you yesterday as follows:

"You may now place confirming order direct with E. B. Badger & Sons Co., Boston for two Stills I ordered for you. One Still eight weeks, one ten weeks. Ask them send you regular written proposal."

I shall assume, therefore, that you will sign a contract with E. B. Badger & Sons Company direct for these two Stills, thus relieving me of any financial responsibility in regard thereto.

In regard to the Hirzel Stills, I have placed the order for two of them with the shops that make them, and shall be obliged if you will kindly send me a formal order for the same, with full directions for shipment when they are ready. I note that the purchaser of all these Stills is the Toronto Chemical Company, Ltd., of which you are Vice President. I have not looked up their rating, but would be perfectly satisfied with your personal guarantee if you will kindly give me this.

Yours very truly,

Wm A Edison

# Hirst

April 28th. 1915.

Mr. Henry L. Doherty,  
% Henry L. Doherty & Co.,  
60 Wall Street,  
New York City.

Dear Mr. Doherty:

I beg to thank you for your favor of the 27th instant, enclosing a telegram from the Pacific Gas & Electric Company, for which courteous attention please accept my thanks.

Unfortunately San Francisco is too far away to enable me to utilize the Benzol. The freight would make it prohibitive. I return your telegram herewith.

Yours very truly,

*What I cannot understand about drip oil is this =  
Why do Gas Co. sell Drip oil, why cant they  
pass it again thru the not cracker just as well?  
as the original oil, most of the oil I receive  
oil: paraffins & naphthenes*

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April 30th. 1915.

Mr. E. G. Liebold,  
Assistant to HENRY FORD,  
Detroit, Mich.

Dear Mr. Liebold:

I am in receipt of your favor  
of the 27th instant in regard to the letter  
from Mr. Morgan, as to the dinner which he  
wants Mr. Edison and Mr. Ford to attend.

Mr. Edison would have been quite  
satisfied to go if Mr. Ford wanted to, but he  
rather suspected that Mr. Ford did not want to  
spend the time on it. We will therefore drop  
the matter where it is.

Yours very truly,

Assistant to Mr. Edison.

*Hirst*

April 29th. 1915.

Rabbi Stephen S. Wise.  
23 West 90th Street.  
New York City.

My dear Sir:

Unfortunately your favor of March 6th to Mr. Edison, together with a memorandum indicating his reply, were mislaid, and has just come to light.

Mr. Edison says that he does not see one out of a hundred <sup>pictures</sup> that we make. He will make investigations of the matter on which you write him.

All the Motion Picture Manufacturers get complaints of this kind from sensitive people, mostly from the Irish. One Irish Society tried to get an injunction to prevent the exhibition of a certain film that was made by one of the Manufacturers. Mr. Edison says that it would be very poor policy for the Manufacturers to do anything that would offend their customers.

Yours very truly,

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April 28th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 28th instant asking how soon in May I shall be able to make shipments against your order. All I can say at this moment is I will do the very best I can to get them out at the earliest possible moment. You must bear in mind that the plant is under construction, and it is a pretty difficult thing to set a definite date to begin deliveries.

I have just learned that the General Chemical Company is all sold up on Aniline Oil, and I think you will find they are not so clamorous for low prices as they were.

Yours very truly,

Thos A Edison

*Hirst*

May 1st, 1915.

M. Felix Binder,  
Hotel Lafayette,  
9th St. & University Place,  
New York City.

Dear Sir:

I am much pleased to receive your favor of the 30th ultimo and to learn that you found the sample of Phenol satisfactory for your purposes. When my new Phenol Plant comes into operation about the end of this month, I shall be able to make it with a little higher melting point, as it will all be distilled in vacuo.

You were making inquiry yesterday about the name and address of the concern that could supply Condensite, and I forgot to give it to you. It is the Condensite Company of America, Bloomfield, N. J.

Yours very truly,

*U.S. I am putting in application to make  
Diphenylamine for the Government*

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April 30th. 1915.

Henry L. Doherty Operating Company,  
60 Wall Street,  
New York City.

Gentlemen:

I beg to report to you in regard to the following samples of drip oil and drip water which have been sent by your Companies to me. In testing them I find as follows:

Lincoln Gas & Electric Light Company, Lincoln, Nebr. These samples show less than 3% of Crude Benzol and Toluol together.

Meridian Light and Railway Company, Meridian, Miss. These samples are water and contain no Benzol or Toluol.

Citizens Gas, Electric & Heating Co., Mt. Vernon, Ill. Both samples are water only.

Grand Rapids Gas Light Co. Grand Rapids, Mich. These samples are 84% water and contain less than 8% of crude Benzol and Toluol, together.

Bristol Gas & Electric Co., Bristol, Tenn. Both samples are water and contain no appreciable Benzol or Toluol.

Montgomery Light and Water Power Co., Montgomery, Ala. Both samples are water and contain no appreciable Benzol or Toluol.

All the above samples do not show sufficient Benzol or Toluol to be interesting to me.

I thank you, however, for having these samples sent to me.

Yours very truly,

**General Letterbook Series  
Letterbook, LB-104 (1915)**

This letterbook covers the period April-June 1915. Most of the correspondence is by Edison and William H. Meadowcroft. Many items pertain to Edison's benzol absorbing plants in Pennsylvania and Alabama; his sale of toluol to the British government; and business conditions during World War I. There is also correspondence regarding the technical and commercial development of phonographs and recordings, including the introduction of Edison's Telescribe system for recording telephone messages. Additional items concern Edison's opinions about Germany, the sinking of the *Lusitania*, and the war; his attitude toward the Leo Frank case; his support for prohibition; and his public appearances. The correspondents include investment banker Clarence Dillon, longtime Edison associate William H. Mason, Edward R. Stettinius of J. P. Morgan & Co., and representatives of Mitsui & Co., an investor in Edison's benzol businesses.

The spine is stamped "Letters" and is marked "T.A.E. from April- 30- 1915 June- 18- 1915." The number "42" also appears on the spine. The book contains 697 numbered pages and an index. Approximately 15 percent of the book has been selected.

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79-232-

122-322-

181-182-370-

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257-661-

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259-384-

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Scheel, W. H.  
Short, W. H.  
Scheel, W. A.  
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First

April 30th. 1915.

Mr. E. F. Taylor,  
1212 Bluff Street,  
Keokuk, Ia.

Dear Sir:

Mr. Edison requests me to say that he has had a rough search made by our Legal Department to see if anything like your device has been patented. The only thing that the searcher has found is a French patent #347,101. This shows a casing around the breaker, extending down to the record. This would prevent your obtaining any broad claim, but the searcher thinks that some kind of a claim could be made.

Yours very truly,

*W. J. ...*  
Assistant to Mr. Edison.

First

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May 5th. 1915.

Mr. F. K. Babson,  
19th St. and California Ave.,  
Chicago, Ill.

Dear Mr. Babson:

I am in receipt of your favor of the 29th ultimo in regard to Mr. Scott, and in reply beg to say that I have not discharged him. I investigated through another party, in fact through two parties, and am assured that Scott has not lied to me all the time and that he believes recitals sell the goods.

I am also taking measures to prove my assertion that \$1,000 properly spent in recitals is equal, in the case of the Diamond Disc, (not a machine like the Victor), to \$5,000 in advertising. Let me mention a case in point. There were six towns in Ohio in which the dealers had been advertising and working hard. They had a certain amount of sales in January and February. I sent twelve recital men to these towns. The result is that sales in every town increased double, in fact the average sale increased 2 6/10 times. I have other tests in progress.

Yours very truly,

*Thos A Edison*

First

May 5th. 1915.

Mr. Guild A. Copeland,  
% Boston Daily Advertiser,  
Boston, Mass.

Dear Sir:

I am in receipt of your favor of the 30th ultimo, and beg to say in reply that at the present I could not find time to write anything. I am trying to help your New England friends out in chemicals and dyestuffs while Germany is running amuck, and therefore cannot collect my thoughts for the writing of an article.

Yours very truly,

  
Thos A Edison

*Final*

May 5th. 1915.

Canadian Smelting & Refining Co., Ltd.,  
Orillia, Ontario, Canada.

Gentlemen:

I received the sample of the crude mixture, and have tried it out. I feel pretty sure that I can work it up for my process, but it will take some time to determine definitely.

In the meantime, will you please let me know at your early convenience what quantity of this crude mixture can be relied upon for a continuous supply. Please also quote me the lowest price you can make on it, F. O. B. at your plant. I will find out about the freight.

Yours very truly,

*Thos A Edison*

*Price 60¢ per lb Cobalt + Ni Content.*

22  
145

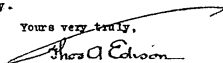
May 4th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Replying to your favor of the  
third instant, I beg to say that every-  
thing now looks all right for shipments to  
go forward by the 20th of May. We have  
the Benzol and Acids, and the Plant is  
well under way.

Yours very truly,

A handwritten signature in dark ink, appearing to read "Thos A Edison", with a long, sweeping horizontal stroke extending to the right.

*Trust*

May 5th. 1915.

A. Klipstein & Company,  
654 Greenwich Street,  
New York City.

Gentlemen:

Your favor of the first instant to my Chemical Works has been forwarded to me. I beg to say in reply that the 5,000 gallons were water white, but unfortunately, by mistake, put into a tank that had not been thoroughly washed out, and so got colored rather redish. We will send you a sample. We want twenty (20) cents per gallon for it as it is, containers extra, delivered P. R. R. Jersey City.

Yours very truly,

*Shos A. Edson*

*First*

May 5th. 1915.

McGill Metal Company,

Valparaiso, Ind.

Gentlemen:

I have seen your advertisement of "New Process" McGill Metal Castings, and would like to have you send me any one of your pieces polished ready for plating, with gold or other metals. You might also send an unpolished piece as it comes from the die. Possibly we can do some business with you.

Please also send me the folder referred to in your advertisement, and send direct to my Assistant, Mr. W. H. Headovercraft, at this address.

Yours very truly,

*Shoal Edison*

First

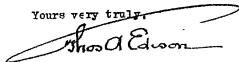
May 4th. 1915.

Mr. D. R. Wolf,  
12 Madison Avenue,  
Detroit, Mich.

Dear Sir:

Replying to your favor of the 1st instant, I beg to say that we have never had a demand for records of pipe organ music. I am always ready to consider suggestions, and therefore if you will send me a list of a dozen or so selections particularly adapted for pipe organ, we will try and make a trial disc record of two of such selections.

Yours very truly,

Howard Edison

39

96

May 5th. 1915.

E. B. Badger & Sons Company,  
63 - 75 Pitts Street,  
Boston, Mass.

Gentlemen:

Mr. Mendowcroft related to me the substance of the conversation over the phone between your Mr. Campbell and himself in regard to the larger Still.

I understand that you recommend a large Still being made with cast iron column for distilling the crude Benzol, as it will last longer and generally be more satisfactory.

I understand that you will furnish cast iron column 40 inches diameter, with 30 plates, Dephlegmator and all other parts of the Still, except the Kettle, for thirty-nine hundred Fifty dollars (\$3950).

I also understand that you will furnish a column of sheet steel, 36 inches diameter, 30 plates between flanges, Dephlegmator and all parts excepting the Kettle, for three thousand and fifty dollars (\$3050).

You state that the earliest time of delivery is ten (10) weeks. I cannot understand why you do not do as I have been doing since my fire and use some outside shops and get your work done quickly. Ever since my fire I have been sending my blue prints to outside shops, and the consequence is that I have been able to accomplish a great deal in a very short time. If you could make delivery in five weeks, I should be very much inclined to place the order. Please advise me about this.

Yours very truly,

Thomas Edison

*Ed. Lam offered a Still made for  
sum of \$4000 30 sections 20 Bells for  
considerable less money but I do not like to  
swap horse while crossing Pennsylvania*

First

May 5th. 1915.

Mr. Douglas Dobbins,  
Franklin, Ind.

Dear Mr. Dobbins:

I beg to acknowledge receipt of your favor of the first instant, enclosing a poem entitled "Ye Sage of Menlo", which I have read with a great deal of interest and gratification. I do not see any objection to your publishing the poem if you see fit to do so.

Let me assure you of my appreciation of the kind sentiments expressed.

Yours very truly,

*Edward Schenck*

First  
148

May 6th. 1915.

Mr. M. M. Blackman,  
The Phonograph Company,  
1012 Grand Avenue,  
Kansas City, Mo.

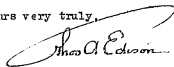
Dear Mr. Blackman:

You made a curve of the  
Lyon & Healy business, and I am desirous of  
ascertaining whether this curve is made on  
retail sales in Chicago or does it include  
any wholesale transactions.

Awaiting the favor of your

reply, I remain,

Yours very truly,

Thomas A. Edison

First

97

May 6th. 1915.

Mr. C. E. Goodwin,  
The Phonograph Company,  
229 So. Wabash Avenue,  
Chicago, Ill.

Dear Mr. Goodwin:

I am in receipt of your favor  
of the 30th ultimo in regard to Mr. Erwin J.  
Feldes, whose voice you recently heard.

If you think he really has a  
fine voice and can interpret well I would pay  
his expenses to New York and back to Chicago  
so that he could make a few trial records. If  
there is any doubt about it, I don't want to do  
this, as I am crowded at present on money matters.  
I hand you herewith a letter I received from Mrs.  
Feldes written after her husband had sung for you.  
Please return this to me.

Mr. Blackman of Kansas City showed  
me a curve of Lyon & Healy's sales for 1914. Can-  
not you give me a corresponding one so that I may  
compare them.

Yours very truly,

Thomas A. Edison

*First**101*

May 6th. 1915.

Mr. John B. Lober,  
Land Title Building,  
Philadelphia, Pa.

Dear Mr. Lober:

I am in receipt of your  
favor of the 29th ultimo, in regard to  
your proposed membership in the Engineers'  
Club of New York.

I have not yet been called  
upon to express an opinion as to your fitness  
for membership, but shall be glad to do so  
favorably when the the reference paper comes  
to hand...

Yours very truly,

*Thos A. Edison*

First

May 6th. 1915.

The L. Martin Company,

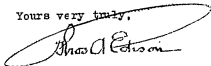
81 - 83 Fulton Street,

New York City.

Gentlemen:

Your favor of the 4th instant in regard to your new hydrocarbon called "Dylektrite" has been handed to me. I shall be obliged if you will kindly send me a sample. In order to make sure that it will reach me promptly, please address it to My Assistant, Mr. W. H. Meadowcroft, at this address.

Yours very truly,

A handwritten signature in dark ink, appearing to read "Shaw A. Edison", written over a horizontal line.

First

May 10th. 1915.

Mr. W. S. Andrews,  
Consulting Engineering Department,  
General Electric Company,  
Schenectady, N. Y.

My dear Mr. Andrews:

I suppose you really value Mr. Edison's own personal memorandum more than you would a formal letter conveying the substance thereof, but signed by me. Inasmuch as you are one of the original family, I am going to let you have your letter with Mr. Edison's own memorandum upon it.

I am sure that you enjoyed the ceremonies the other night, and only regret that I had such a brief opportunity of speaking to you. The self-exciting Geissler ~~tube~~ is very interesting. I was not sure whether you intended it as a present for Mr. Edison or myself. Anyway, I would be glad if you would write me a little note concerning it, and then I will show it to him, and, if it is your wish, give <sup>it to</sup> him ~~it~~.

With kindest regards, I remain,

Yours very truly,

*Wm. S. Andrews*  
Assistant to Mr. Edison.

Enclosure

*First*

May 20th. 1915.

Mr. W. Everett Baker,  
1517 Van Buren Street,  
St. Paul, Minn.

Dear Sir:

Replying to your favor of the third instant, let me say that I believe in the prohibition of all intoxicating liquors except beer. It is my opinion that full prohibition is too sudden to be practicable. Beer will serve all the requirements. I think, however, that the alcohol in beer should be reduced, legally, say from 3 1/2% to 2 1/2%.

This I believe would do away with all the bad effects of the liquor traffic. Men will have to become a more civilized being (as illustrated by the war now in progress) before total prohibition can be made effective. This would take a great many years.

Yours very truly,

*Phos A Edison*

First

May 10th. 1915.

Mr. J. Gaunt,  
24 West 50th Street,  
New York City.

Dear Mr. Gaunt:

I am in receipt of your favor of the 7th instant, and regret to learn that the seats I was able to give you were so far back. These were sent to me after other seats had been regularly assigned to our people, and they were all I had. If I had known of your coming, I should of course have been glad to have arranged for better seats, but as it was I did the best I could.

I must have changed in appearance wonderfully since you saw me that you did not recognize me on the platform. As you will recall, Mrs. Edison sat right behind her husband. I was on the third chair to her left, but being such a little runt perhaps you did not notice me. However, I was there and enjoyed every minute.

Yours very truly,

First

May 10th. 1915.

Miss Louise C. Haag,  
178 Clinton Avenue,  
West Hoboken, N. J.

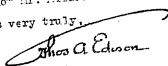
Dear Madam:

I am in receipt of your favor of the 4th instant in regard to the Belgian lady, Mme. C. Eymael, and thank you for calling the matter to my attention.

I shall be pleased to have Mme. Eymael go to our Recording Studio at #79 Fifth Avenue, New York and see Mr. Walter H. Miller, the Manager, who will take a trial record of her voice and send it over to me for my personal hearing. We are on the lookout all the time for good voices, and if she can make acceptable records, we shall be glad to make some arrangement with her.

You may show Mr. Miller this letter.

Yours very truly,

Thomas A. Edison

*Ford*  
*216*

Mr. E. C. Liebold,  
Secretary to HENRY FORD,  
Detroit, Mich.

May 10th. 1915.

Dear Mr. Liebold:

I received your favor of the 5th instant in due season, but have been so extremely busy that I have not replied promptly.

I am sorry that the long telegram which I sent by Mrs. Edison's instructions to Mr. Ford at 66 Edison Avenue, Detroit did not reach him. Had it been left to me, I should have telegraphed to you, but of course I could only act according to Mrs. Edison's instructions. However, "All's well, that ends well", and Mr. Ford came on and enjoyed the occasion. Should such a contingency arise again, I shall take the precaution of repeating the message to you.

I shall ask the Western Union to refund the charge on this telegram. It may be a matter of interest to you to know what it was, and I send a copy of it herewith.

Yours very truly,

*Edison*  
Assistant to Mr. Edison.

Hurst  
322

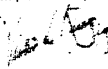
May 10th. 1915.

Dr. T. J. Parker,  
General Chemical Co.,  
25 Broad Street,  
New York City.

Dear Sir:

On behalf of Mr. Edison I want to take advantage of your kindness and ask you again about your experience in the use of Saltpeter in nitrating Benzol. I understand that the sluggishness of the reaction necessitates a higher temperature and a longer time, but would ask you especially about the recovery of the Nitrobenzol from the thick slush formed during the nitration. Have you found it necessary to dilute the reaction mixture with water to effect a separation or could you draw from your experience any other less disadvantageous method. I will appreciate thoroughly any advice you may be able to give me on this point.

With the very best thanks, I remain,

Yours very truly,  


First

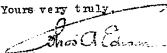
May 10th. 1915

Mr. August W. Werner,  
Sedalia, Mo.

Dear Sir:

I have received your favor of the 4th instant, the contents of which have been carefully noted. Of course, you quite well understand that we cannot form any judgment as to the availability of either your or your daughter's voice for our records, without hearing a trial. We do not pay the expenses of singers coming to make trials, but if you or your daughter ever visit New York, you may call at our recording Studio at #79 Fifth Avenue, and see the Manager, Mr. Walter H. Miller, who will take trial records of your voices, and send them over to the Laboratory to be heard.

Yours very truly,

A handwritten signature in dark ink, appearing to read "J. Edgar Hoover", written over a horizontal line.

*First*

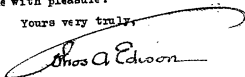
May 11th. 1915.

Mr. Walton Clark, President,  
The Franklin Institute,  
Philadelphia, Pa.

My dear Sir:

Allow me to thank you for your  
kind invitation to dinner and afterwards  
to The Franklin Institute on the evening  
of May nineteenth, and to say that I ac-  
cept the same with pleasure.

Yours very truly,

A handwritten signature in dark ink, reading "Thos A Edison". The signature is written in a cursive style with a large, sweeping flourish that extends from the end of the name back towards the middle of the line.

First

May 11th. 1915.

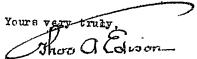
Herr Fil. Dr. Helmer Key,  
Svenska Dagbladet,  
Stockholm, Sweden.

Dear Sir:

In reply to your question let me offer the opinion that after the conclusion of the war the scientific men of all countries will co-operate as before in the cause of progress and culture.

When men hate they cannot think correctly. The organs which adjust the working of the brain to the environment do not co-ordinate, and men cannot arrive at correct conclusions. When hatred subsides, the organs regain their equilibrium and the mind can once more draw correct conclusions. I believe that the scientific men will reach this stage very much quicker than other members of the population.

Yours very truly,

  
Thos A Edison

May 18th. 1915.

Mr. W. S. Andrews,  
Consulting Engineering Dept.,  
General Electric Company,  
Schenectady, N. Y.

My dear Mr. Andrews:

I beg to thank you for your favor of the 11th instant, and also for your kindness in presenting me with the self-exciting vacuum tube. If Mr. Edison would like to have one of these I will let you know a little later.

I am sorry to say that I cannot mention any man who would fulfill the requirements mentioned in Mr. Flannery's letter. I am somewhat out of touch with the general run of things, as I spend all my time out here in Orange. Have you thought of referring Mr. Flannery to the Employment Department of the National Electric Light Association or American Institute of Electrical Engineers? I return Mr. Flannery's letter herewith.

With kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

*Handwritten:*  
Miss

Mr. E. R. Bowker,  
Glendale,  
Stockbridge, Mass.

My dear Mr. Bowker:

I have received your  
favor of the 6th instant, and regret that  
you were not able to be in New York last  
Thursday evening, as I should have been glad  
to greet you with many other of my old friends  
who were present.

Let me thank you for the  
kind sentiments you express toward me.

Yours very truly,

First

May 12th. 1915.

Miss Vallette De Long Smith,  
14 Ravine Avenue,  
Caldwell, N. J.

Dear Madam:

I am in receipt of your favor of the 7th instant, and would say in reply that an enormous number of requests for donations of phonographs and records are made to me, and it would be simply impossible for me to comply with them, as my company would soon be bankrupt.

Once in a while we make a special concession, and the case you state is such a one that I think we would be warranted in considering something. The best that I can do would be to let you have one of our Amberola X machines with what cylinder records you desire, and sell the same to you at cost, which would be 50% off the list price.

Yours very truly,

*First*

May 12th. 1916.

Mr. F. W. Dra Goo,  
La Porte, Ind.

Dear Sir:

Replying to your favor of the 7th instant, I beg to say that we now have several devices for increasing the volume of sound on the phonograph, but they are not of a sufficient universal character as to take the whole range of music and work satisfactorily in the hands of a careless public.

Inasmuch as phonographs are used in homes, where rooms are small, the present volume is found sufficient, in fact, too loud for some people, and we have been compelled to put on a limiting device.

Yours very truly,

*Recd*  
228

May 12th. 1915.

B. P. Ducaas Company,  
35 South William Street,  
New York City.

Gentlemen:

Replying to your favor of the 10th instant, I beg to say that at my Benzol Plant at Johnstown, Pa. I have several thousand gallons of Solvent Naphtha, but its a little reddish in color, and I shall have to redistill it.

If the color is not objectionable I could have a shipment sent to you from Johnstown at a price of twenty (20) cents per gallon, as it is. The price would be twenty-five (25) cents per gallon <sup>after</sup> redistilling, drums extra in either case, but returnable for credit, if in good condition, if we receive them in ninety days from date of original shipment.

Yours very truly,

May 12th. 1915.

Mr. Howard B. Holden,  
Universal Sand & Gravel Co.,  
1015 Dime Bank Building,  
Detroit, Mich.

Dear Sir:

I am in receipt of your favor of the 6th instant, enclosing two clippings from the Detroit Free Press. Let me say in reply to your letter that Mr. Wreford makes a mis-statement when he says that we did not admit people after the fire. Of course, there was a miscellaneous crowd of curiosity seekers to whom admittance was refused, but every representative of an Engineering or Technical Society and reporters of all kinds were permitted free access to the grounds.

You will find in the Engineering Record of April 17th, 1915, published by the McGraw Publishing Co., New York, an interesting article on the repairing of our concrete buildings subsequent to the fire.

Yours very truly,

*Handwritten signature*

May 12th. 1915.

Mr. W. J. Jenks,  
135 Prospect Park, West.,  
Brooklyn, N. Y.

Dear Mr. Jenks:

I beg to thank you for your kind favor of the 7th instant, and regret that you could not have been present last Thursday evening at Carnegie Hall. I had the pleasure of greeting some of my old friends on this occasion, and should have been glad to have seen you also.

I regret very much to learn that you have been so ill, but trust that your recovery may progress speedily.

With all good wishes, I remain,

Yours very truly,

*Faint*

May 12th. 1915.

Mrs. Fanny S. Swain,  
95 Mt. Vernon Street,  
West Roxbury, Mass:

Dear Madam:

I am in receipt of your favor  
of the 5th instant, the contents of which  
have received careful consideration. Let  
me say in reply that we will shortly make  
some records of the college songs and will  
get the music of those you mention and de-  
cide as to those after they have been con-  
sidered by our Music Committee.

Yours very truly,

May 12th. 1915.

Miss Emily C. Urban,

Cheltenham, Pa.

Dear Madam:

I am in receipt of your favor of the 7th instant, enclosing an extract from the United States Financial and Mercantile Examiner, in regard to an alleged invention of Dr. Alva D. Jones of Philadelphia of a device called the rubbertone reproducer.

We have never heard of this person, but we know this, that rubber would never do on the Edison Diamond Disc Phonograph. It might, however, soften the harsh sounds of phonographs employing needles.

I return the newspaper extract herewith.

Yours very truly,

Enclosure.

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283

May 12th. 1915.

Mr. Fred K. Babson,  
 California Ave. & 19th St.,  
 Chicago, Ill.

Dear Mr. Babson:

I have received your favor of the 8th instant, and in reply would say that I do not claim that your advertising methods are wrong, but I do claim that owing to the peculiar instrument we have and the Victor people's great advertising methods, greater results on high priced instruments could be obtained by spending a given sum on reciting than by advertising in the regular way.

I am weeding out the poor men among our demonstrators, and getting my system perfected. We now have a perfect check on our men, as we correspond with the parties to whom the recitals are given.

Yours very truly,

*Edison*

*You'll find me tomorrow*

*The chance of the day is to*

*at Edison's - the chance of the day is to*

16  
425

May 13th. 1915.

Mr. Clarence Dillon,  
Wm. Read & Company,  
Hassau & Cedar Streets,  
New York City.

Dear Mr. Dillon:

I beg to hand you enclosed the contract with the Northwestern Iron Company for Benzol, which I have executed.

Inasmuch as I wish to get some Benzol here quickly, I have ordered shipped to the Mayville plant a carload of drums, and beg to ask that you will request your people to make me a shipment of Benzol quickly to Silver Lake, N. J., via Erie Railroad. Later on, I will send a tank car and have them accumulate a carload, but just now I am in a hurry for pure Benzol and want it just as quick as I can get it. I trust that they will make shipment as soon as the drums are received.

Yours very truly,



Thomas A. Edison

First  
1915

May 13th. 1915.

Mr. W. H. Mason,  
Coke Oven Department,  
Woodward Iron Company,  
Woodward, Ala.

Dear Mr. Mason:

We have ordered a tank car  
of 66° Sulphuric Acid, which is 98% wash-  
ing Acid from Grasselli, who will ship it  
from their Birmingham plant.

Mr. Edison wants you to in-  
quire around and find out if there are any  
sources of supply within a reasonable dis-  
tance of Woodward. Will you please look in-  
to this and let us know at your earliest con-  
venience.

I trust you are making good  
progress and with kind regards, I remain,

Yours very truly,

Assistant to Mr. Edison.

*First*

*314*

Mr. John Bacon, Jr.,

Coke Oven Department,  
Cambria Steel Company,  
Johnstown, Pa.

May 13th. 1915.

Dear Sir:

In making any shipment of Benzol,  
Toluol or Solvent Naphtha hereafter, will  
you please mark on the drum the net weight  
of the contents. We do not need that you  
should mark the weight of the drum but only  
the weight of the Benzol, Toluol or Solvent  
Naphtha that it contains.

Yours very truly,

*Wm. H. Canby*

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May 14th. 1915.

Col. C. E. Phipps,  
\* Bethlehem Steel Co.,  
Bethlehem, Pa.

Dear Sir:

As you are probably aware, I have a contract with His Britannic Majesty's Government for Toluol produced at my Benzol Absorbing Plant at the Cambria Steel Company's Plant, Johnstown, Pa.

There has been a little delay, incident to the starting up of a new plant, but now we are beginning to refine the Toluol and are getting ready to make the first shipment on account of the contract.

We are instructed that we are to notify you whenever we have a lot ready for inspection. We are also instructed that when we write you to ask for the inspection that we supply you with a certificate form, stating the name of the contractor, the nature of the stores offered for inspection, etc., etc. I presume that you have these blank forms of certificate, and shall be obliged if you will kindly send me a liberal supply so that we shall have them on hand for use. I understand that you prefer to have the Toluol in carload shipments.

Now in regard to drums for this Toluol, I received a letter from Mr. Stettinius containing the following:

"I might say that in placing an order with another manufacturer recently we stipulated that the drums should be extra heavy galvanized of 110 gallons capacity and 210

Page two-

lbs. weight; bung to have an inside diameter of two inches and the vent an inside diameter of one-half inch or three-quarters inch, the drums to be provided with heavy rolling hoops, plugs to be flush with surface and be low hoops and chime. We also specified that the following lettering should be embossed on the heads of the drums in capital letters of suitable size: W D . Between these letters we requested that the Government Mark, the "broad arrow", and below all the word "TOLUOL". A sketch of the "broad arrow" is enclosed herewith".

Inasmuch as the drums are to be paid for by His Britannic Majesty's Government at the actual cost to me, I am willing, of course to provide such drums as you specify. I have communicated with Mr. Stettinius by telephone this afternoon, and he tells me that you will specify what kind of drums you require. If they are to correspond with the above specifications, will you kindly tell me the name of the manufacturer referred to. Please also state whether the "broad arrow" and the word "TOLUOL" are all to be embossed on the head of the drums.

I have tried to cover the principal points in this letter, but if I have inadvertently omitted anything of importance, I shall be obliged if you will kindly advise me fully.

Yours very truly,

*Thomas Edison*

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Trust

May 15th. 1915.

Mr. William C. Ramsay, Chief Engineer,  
E. I. du Pont de Nemours Powder Co.,  
Wilmington, Delaware.

Dear Sir:

Replying to your inquiry of the  
sixth instant in regard to Mr. Herbert A.  
Beebe, who has applied to you for a position  
as a mechanical designer, I beg to say that  
he worked for me for sometime. My Chief  
Draughtsman reports that he is a good design-  
er.

Yours very truly,

A handwritten signature, likely "J. Edgar Hoover", written in dark ink. The signature is stylized and appears to be written over a horizontal line.

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273

May 17th. 1915.

Mitsui & Company,  
26 Madison Avenue,  
New York City.

Attention - Mr. Shunzo Takaki.

Dear Sir:

RE BENZOL ABSORBING PLANT FOR JAPAN.

Referring to your favor of the 12th instant and a copy of the proposition submitted by the Cleveland people, let me say that I submitted these to Mr. Edison.

His remarks are to the effect that they furnish you with three absorbing columns, two stills, several pumps, and some small pieces of apparatus for forty-five thousand dollars (\$45,000). He says you will find that the iron buildings, concrete and labor of erection will be the largest item.

He thinks you could take our plans and build the whole thing in Japan for forty- thousand dollars(\$40,000). A plant built by their people would cost you twice that amount.

Yours very truly,

*W. H. Lindbergh*  
Assistant to Mr. Edison.

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 490

May 17th. 1915.

Mr. J. H. Plummer,  
 Dominion Iron & Steel Co.,  
 Toronto, Canada.

Dear Mr. Plummer:

I am in receipt of your favor of the 14th instant in regard to the Benzol Plant at Sydney, and must confess to feeling a little uneasy on reading it, as I have been confidently expecting to receive the eight hundred (800) Gallons daily, seven (7) days a week commencing about two weeks after you started up. I have counted on it as a certainty, and if I do not get it I would be unable to fulfill the contracts I have made, and it would place me in a very bad position.

If you cannot do any better for the present, please arrange to send me without fail at the rate of six hundred (600) gallons of pure Benzol per day, and I will go into the market and buy the other two hundred (200) gallons per day if I can get it. Of course, I shall have to ask you to ship me Benzol at the rate of eight hundred (800) gallons per day as quickly as you can get into position to do so.

I have not heard any rumors of an increased rate of duty on Benzol. This rate could not be changed without an act of Congress.

I have enclosed a memorandum of our Mr. Opdyke in reference to the Sault Ste. Marie Hirzel Stills, which I think you will find encouraging.

Yours very truly, *John A. Edison*

First

May 18th. 1915.

Mr. Richard Wayne Parker,  
% Cortlandt & Wayne Parker,  
765 Broad Street,  
Newark, N. J.

Dear Mr. Parker:

I beg to acknowledge receipt of your favor of the 13th instant, and would say that this question of recording the music of the birds has been brought up a great many times. The principal trouble is that the wild birds are too far away from the recorder to enable us to make successful records. Naturally, you would suggest placing a recorder in the woods, to be operated from a safe distance, but the trouble in that case is that there is no one to persuade the bird to stay by the recorder while he makes his record.

I should very much like to make some records of this kind, but the difficulties seem almost insuperable. However, we are going to try a caged canary bird first, and if that goes all right, we may try some experiments.

Yours very truly,

Thomas A. Edison

First

Mr. H. S. Theakston,  
Chief Clerk Traffic Department,  
Dominion Iron & Steel Co. Ltd.,  
Sydney, Cape Breton,  
Canada.

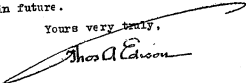
May 18th. 1915.

Dear Sir:

Your favor of the 12th instant has been received. I have telegraphed you to send along the first carload of Benzol as per sample. We will take this car as it is, but would like the second carload to have received a better acid wash.

As I informed Mr. Lucas, the sample was very badly washed with acid and will give us a great deal of trouble. I think, however, with the directions I have wired to him that he will be able to avoid this trouble in future.

Yours very truly,

  
Thomas A. Edison

*First*

May 18th. 1915.

Mr. Ben. H. Zerr,  
Reading, Pa.  
Dear Mr. Zerr:

I am in receipt of your favor of the 14th instant and beg to thank you for your very cordial invitation to attend your convention and exhibition which takes place early in June.

I go away from the Laboratory very seldom, and this is an especially difficult time for me to be away. I am trying to help out our American industries which have been put in bad shape by the war. For several months I have been preparing to make Anilines and Carbolic Acid in new plants which are just now being completed. These plants are almost ready to start, and I shall have to stay around very closely for the next few weeks.

You will see therefore that it would be impossible for me to accept your kind invitation, much as I would like to do so, so I shall be compelled to ask you to kindly excuse me. I trust it will all be very successful and do a great deal of good to every one concerned.

Yours very truly,

*Thomas A. Edison*

First

May 20th. 1915.

Mr. M. M. Blackman,  
The Phonograph Company,  
1612 Grand Avenue,  
Kansas City, Mo.

Dear Mr. Blackman:

I am in receipt of your favor of the 15th instant, which I have read with a good deal of care. Let me say in reply that you take too narrow a view. You want everything for the Edison Shop. How could I justify myself by "touting" for one particular dealer where there may be a dozen in the same city.

In order to be effective, these demonstrations must be non-commercial, and we cannot but be fair to all dealers. I am conducting some selling experiments in different parts of the country, and am sure that they will absolutely prove that there are somethings that can be sold to better advantage, in greater quantities, and very much cheaper than by advertising in newspaper.

Yours very truly,

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May 20th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Please excuse the delay in acknowledging receipt of your favor of the 15th instant giving shipping directions for the one hundred twenty-one (121) tons of Aniline Oil covered by your official orders numbers 9842, 9849, 9877, and 9896. These directions will have our special attention.

The work on the Aniline Plant is proceeding rapidly, and we expect to start up within the next few days. I shall do the very best I can to make early deliveries of Aniline Oil, as I quite appreciate the desires of your customers to have their orders filled as quickly as possible.

Yours very truly,

210

345

May 20th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City.

Attention - Mr. Shunzo Takaki.

Dear Sir:

I have received your favor of the 16th instant, confirming your order for three hundred thousand (300,000) pounds of pure Phenol, United States Pharmacopoeia, and would say that your said letter states our understanding and acceptance of your order correctly, with one exception, and that is, you have omitted to confirm your agreement to pay for the extension of my Carbolic Plant necessary for the manufacture of this Phenol, up to the extent of fifteen thousand dollars (\$15,000). It is understood that I shall go ahead and purchase the necessary extra apparatus and send the bills to you, receiving your checks therefor, to the extent of not over fifteen thousand dollars (\$15,000).

Your statements in regard to pure Benzol from the Woodward Plant are correct, and I beg to advise you that you should ship to me pure Benzol equal to three hundred (300) gallons per day for the manufacture of the above quantity of pure Phenol.

Yours very truly,

First

May 22nd, 1878.

Dabo & Helm,  
405 Lexington Ave.,  
New York City.

Gentlemen:

I have received a copy of the first number of Seven Seas Magazine, and thank you for sending it to me. Please enter my subscription for a year and send it to me at this address.

Yours very truly,

*Thos A Edison*

First

May 22nd. 1915.

Mr. H. E. Dick,  
The Seal & Fastener Co.,  
140 South Dearborn Street,  
Chicago, Ill.

Dear Mr. Dick:

I am in receipt of your favor of the 18th instant, and would say in reply that as it is you I will be very glad to go over your plan with you and give you my opinion. I am here every day, but as I am just about to start up two new plants at Silver Lake, which is about three miles from here, I may go over there in the morning or afternoon to look over things.

I would suggest, therefore, when you come to New York you had better telephone over here to Meadowcroft and he will be able to tell you just when to come.

Yours very truly,

Thomas A. Edison

*Handwritten:* Street

May 22nd. 1915.

Mr. L. R. Ingersoll,  
1933 West Lawn Avenue,  
Madison, Wis.

Dear Sir:

I have received your favor of the 15th instant, and have read it with a great deal of interest. It always gives me a great deal of pleasure to receive letters of this kind from lovers of good music.

Let me say in reply to your letter that the sales of this class of music are very poor, but happily we find that the public taste is improving. We are compelled to go slow about putting out much of the best music for fear of the usual protest from the dealers.

It will interest you to learn that I am erecting a large steel Studio, the parts of which are now being made by one of the large Steel Companies. I hope to have this Studio completed by the coming Fall, and expect to record successfully therein the best of the works of the Masters, such as Beethoven. I expect to be able to use an orchestra of sixty pieces. The fine music thus obtained will be issued as a special, which the dealers will not be compelled to keep in stock but can obtain them on order. This will be the entering wedge.

Let me call your attention to a curious mistake that is made by many people. It is this: everyone says that our instrumental pieces are very perfect, but some say that the vocal is not as well recorded. Now, as the phonograph will record the whole range of instrumental music, it should record the whole range of vocal music just as perfectly. As a matter of fact it does both, and every vocal defect is due to the singer. The vocal organs in individuals, are, generally speaking extremely imperfect. I have the records of nearly three thousand singers taken in this country and Europe, mostly generic artists. I have records both of their songs and of the scale. Not a single one has a perfect scale. Nearly all have a tremolo, they change timbre; some notes are impure as if a scrap, the sound was superimposed on the periodic waves. Some emit tones in the scale that have no overtones, while the next tone will have many, and so on. The microscope clearly shows these defects, and yet some people attribute these defects to the phonograph. I myself did so at first. In fact, we thought the tremolo was due to the machine, and lost three weeks trying to get rid of it, until we realized the instrumental pieces had no tremolo. Since that time, we have traced every defect in vocal records to the singer, except in a few cases where we record too loud and get a rattle from the reproducer.

Yours very truly,

*Handwritten:* Thos. Edison

*First*

May 22nd. 1915.

Mr. Charles W. McAlpin, Sec'y.,  
Princeton University,  
Princeton, N. J.

Dear Sir:

I beg to acknowledge receipt of your favor of the 19th instant, and beg to say in reply that if you reserve seats for four members of my family on June 15th, I think that would be quite sufficient.

I shall arrange to be present in the office of Dean West not later than quarter past 10 o'clock on that day. Allow me to make a particular request that you will not provide an academic custom for me. I expect to motor over to Princeton with my wife on the morning of June 15th, and am unable to say just the exact hour of our arrival, but barring accidents, we will be there at the time appointed. I am exceedingly busy just at this time preparing to put in operation my new Aniline and Carbolic Acid Plants, and time is exceedingly valuable to me, so I shall endeavor to get back during the day.

Yours very truly,

*Thomas A. Edison*

May 22nd. 1915.

Mr. C. S. Palmer,  
Fort Bragg Music House,  
Fort Bragg, Cal.

Friend Palmer:

I am glad to hear from you again,  
and wish I could go out to the coast this summer.  
I do not know much about the geography of California, but understand that Mendocino County is full of robbers and indians, and a man's life is unsafe. Do you furnish military escorts to automobilists? How many troops are there in Fort Bragg?

Why don't you move to a civilized country like Hoboken, or Jersey City? YZ.

Thos A. Edison

*Hurst*

May 24th. 1916.

Dr. J. Rushmore,  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of the 20th instant, and would say in reply that if there appeared in any newspaper an article quoting me as saying that the sinking of the Lusitania by Germany was justifiable, such an article was absolutely fabricated. I never made any such statement, as my opinion is absolutely opposite thereto. You will find other statements that I have made to newspaper reporters to the effect that I think the whole German nation has gone crazy.

Yours very truly,

P. S. You did not give any street address in your letter. I find by the telephone directory that there are two J. Rushmore, both M. D., so I will send a copy of this letter to each.

*Thomas A. Edison*

Trust

May 24th. 1915.

Mr. William H. Short, Sec'y.,  
The New York Peace Society,  
507 Fifth Avenue,  
New York City.

Dear Sir:

Your favor of the 20th instant inviting me to become a member of a Committee of One Hundred has been received, and much appreciated.

Let me say in reply, however, that I am desirous of withdrawing from affairs of a public nature, as the appearance of my name in connection with any such affairs brings an avalanche of additional mail, which adds a great deal to my already heavy burden. I must therefore ask you to kindly excuse me.

Yours very truly,

*Woodrow Wilson*

First

May 24th. 1915.

Miss Leona L. Walker, Principal,  
Trinity Place School,  
New Rochelle, N. Y.

Dear Madam:

I beg to thank you for your favor of the 17th instant, and assure you that it gives me very much pleasure to learn that you and your pupils enjoyed the Diamond Disc Phonograph so much.

I want to thank you for your letter in regard to the question I asked concerning the young man whom I send out to demonstrate the machine and records. Your remarks, however, led me to think that possibly we have failed to have our demonstrators instructed on certain points, and I shall be greatly obliged if you will write me again and send me some suggestions as to the lines upon which we should work in instructing our demonstrators, so that they will bring out the possibility that you mention.

Trusting that you will not deem this too much trouble,

I remain,

Yours very truly,

Thos A Edison

273  
349

May 26th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City.

Attention - Mr. Shunzo Takaki:

Dear Sir:

I am in receipt of your three page letter this morning, and now wish to confirm what Mr. Meadowcroft has already told you over the telephone.

First. That I expect to be ready to begin deliveries of pure Phenol at the rate of sixteen hundred sixty (1660) pounds per day on June 15th. I feel quite confident about that date, but it might possibly take a few days to "tune up" the plant. However, I do not anticipate any serious delay, if any.

Second. In regard to the Benzol, let me say that you do not need to feel uneasy on that score, because if the Benzol is not coming from Woodward by that time I can use some that I get from other sources, and repay myself from the Benzol subsequently received from the Woodward Plant. I have been able to do a little trading lately by exchanging Carbolite for Benzol on the basis of 1 1/4 Carbolite for 1 gallon of pure Benzol, so I fully expect to make provisions for my requirements in this way if necessary.

Third. I think it will be a wise precaution to send down to Woodward a carload of drums so that we will not be compelled to wait to fill a tank car. Fortunately, I have a carload of drums ordered two or three weeks ago, which are now on their way to Silver Lake. In accordance with the conversation between you and Mr. Meadowcroft over the telephone this morning, I have arranged with our Traffic Department to divert this carload of drums and send them down to Woodward. As requested by you, I will send you a bill for this carload of drums at exactly what they cost me. The Manufacturers prepaid the freight to Silver Lake, so you will only have one freight to pay, which will be from the point at which we intercept them to Woodward, Ala.

Yours very truly,

*Shunzo Edison*

First

May 25th. 1915.

Mr. A. McDowell, President,  
Scotland Neck Cotton Mills,  
Scotland Neck, N. C.

Dear Sir:

I am in receipt of your favor of the 21st instant in regard to Aniline Oil. In reply let me say that I know all about the General Chemical Company's three year contract, and was quite familiar with it several weeks ago.

I am not in the business to make money, but regard my Aniline Plant as somewhat of a "stunt" to help out the Textile Industries.

If you wish to be released from your contract, I shall not kick, but will give you a release. I am a firm believer in the principle that people should buy where they can get the same quality of goods at the lowest price.

If you wish to be released, please let me know right away, as I am besieged with others who want to make contracts with me.

Yours very truly,

Thomas A. Edison

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407

May 25th. 1915

Mitsui & Company,  
25 Madison Avenue,  
New York City.      Attention - Mr. Takaki.

Dear Sir:

Mr. Meadowcroft has told me that you have informed him over the telephone this morning that you have concluded a contract with the Hercules Powder Company for the minimum quantity of Toluel from the Woodward Plant (150 gallons a day) up to the end of the year 1916, and that after paying commissions this will net a trifle over \$2.00 a gallon.

I think this is a good contract, and congratulate you on having closed it.

Yours very truly,

*Thomas A. Edison*

*First*

May 25th. 1915.

Mr. Thos. P. Westendorf, Supt.,  
The Industrial and Training School of Shelby County,  
Bartlett, Tenn.

Dear Mr. Westendorf:

I am in receipt of your esteemed favor of the 22nd instant, and in reference thereto would say that you may always consider yourself at liberty to "butt in".

I shall be very glad indeed to have you send me copies of the songs mentioned in your letter, and I will have them sung for me and see if they are suitable for records. You must not think that I am too severe, if I find that I cannot use them. I have made quite a study of music from a phonograph standpoint, and have taken thousands of opinions in the observation of a great many years. As a result, I find that it is the tune rather than the words that makes the song phonographically popular. You struck it rich in Kathleen, and I wish that you might be able to get out some more like it.

I do not mean to say, of course, that the words are entirely a negligible quantity. Far from it. But when you can get a combination of words and music like you got in Kathleen, there is no doubt about its popularity.

When you send the copies of the songs above referred to, please address them to my Assistant, Mr. W. E. Meadowcroft at this address, and he will see that I get them right away.

Yours very truly,

*Thos. A. Edison*

Hirst

May 24th. 1916.

Professor Luigi Romano,  
Laboratory,  
Orange, N. J.

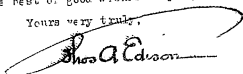
Dear Professor:

It is with much regret that I am obliged to bring our arrangement to an end for the present. All of my time is now taken in putting up several new Chemical works and I expect that this will occupy all of my time and attention for at least six or eight months. Therefore I shall be unable to carry out the plan I had in mind of spending a great deal of time with you on musical matters, but it will be impossible for me to do so, and for this reason, I am compelled to close our arrangements for this time.

Let me say that your services have been very satisfactory indeed to me, and if I make phonograph records of any of your music I shall be very glad to pay you for them.

With the best of good wishes to you, I remain,

Yours very truly,

 Thomas Edison

Hirst

May 25th. 1915.

Mr. I. M. Burkart,  
Blake & Burkart,  
Walnut at Eleventh St.,  
Philadelphia, Pa.

Dear Mr. Burkart:

I received your favor of the 22nd instant, and also a marked copy of the U. S. Financial and Mercantile Examiner. This latter I return to you.

I have stopped investigating new reproducers made by outsiders. They come to us at the average rate of two per week, and not one of them that we have seen will play the whole gamut of records. My time has been so utterly wasted on these experiments that I have stopped altogether investigating them.

In developing the Disc Phonograph we made more than 2500 different kinds of reproducers. You will see therefore that the chances of getting anything better than we now have are very slim indeed. Anybody can make a reproducer, but to manufacture by the thousands and have them play every kind of a record is a job that requires a great many years of experiments and expenditure of tens of thousands of dollars.

Yours very truly,

Hurst

May 26th, 1915.

Rev. J. H. Stumpf,  
Union Evangelical Church,  
College Point, L. I.,  
New York.

Dear Sir:

I beg to thank you for your kind favor of the 21st instant, and am glad to learn that the demonstration of my Diamond Disc Phonograph was so satisfactory to you and to your people.

I note that you desire to have a record made of your voice in singing of some gospel songs. Let me say in reply to this that sometime this winter I expect to have an extra recording machine and then you can come over to New York and we will make a record of your voice. I would suggest that you remind me of this matter sometime in December or January.

Yours very truly,

May 27th. 1915.

Col. C. E. Phipps,  
Bethlehem Steel Co.,  
Bethlehem, Pa.

Supply for Toluol Contract #14.

Dear Sir:

I am in receipt of your favor of the 26th instant and in reply beg to say that I did not receive any telegram from you yesterday. Your letter is the first information I have had in regard to Mr. Lydon. I have received a telegram from the man who operates my plant at Johnstown stating that an inspector is there.

I have not yet received from you any supply of "Contractors invoice and inspection certificates". If these were sent some time ago, you had better send another lot to my Assistant, Mr. W. H. Meadowscroft, at this address.

I note your directions for marking the drums which modifies directions given by J. P. Morgan & Company. I will follow your directions.

Now with reference to the nature of the drums to be supplied, I am quite willing to obtain drums same as those mentioned in the extract from the letter of J. P. Morgan and Company quoted in my previous letter to you, but let me say that it would be absurd to buy these from Barrett Manufacturing Company, as they are not manufacturers of drums. Will you please obtain and send me the name and address of the manufacturer of drums of this kind, and I will order them direct.

I must ask you to kindly add as little complication as you possibly can to my part of this contract. I sold my Toluol to the British Government at a ridiculously low figure. My contract calls for Toluol of 98% purity, and I was afterwards requested to make it comply with the Nobel Specification. This involved additional washing and redistilling, which I have done voluntarily. This, however, must not be considered as involving any consent on my part to change the terms of the original contract. The Toluol has already cost me more than I am entitled to receive for it from the British Government, so I must ask you in all fairness not to increase my burdens by any additional complications.

Yours very truly,

*Charles A. Edison*

307

349  

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407

May 28th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City.      Attention - Mr. Takaki.

Dear Sir:

I beg to acknowledge receipt of your favor of the 26th instant enclosing copy of the contract with the Heroules Powder Company, and also copy of your letter addressed to Mr. Miles of the duPont Powder Company.

I think this contract is all right and a good one for both of us.

Yours very truly,

407

468

May 28th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City. Attention - Mr. Takaki.

Dear Sir:

I am in receipt of your favor of the 27th instant on the subject of Diphenylamine, and regret to say that it would not pay me to lower my price as suggested. In order to make Diphenylamine I should be obliged to invest a lot of money in special machinery and apparatus, and as I can make more money selling Aniline Oil and other compounds made from Aniline Oil without investing a lot of money in machinery, it would not pay to make Diphenylamine at any lower price than I have previously mentioned.

I regret therefore that I shall not be able to meet your views on this article.

Yours very truly,

Mr. M. Sultan,  
27 Mt. Morris Park, West.,  
New York.

411  
May 28th. 1915.

Dear Madam:

I beg to acknowledge receipt of your favor of the 24th instant, and in reply would say that I have no copy of the interview that you mention, and therefore do not know what statements were ascribed to me by the reporter.

Regarding the war, I am not in the slightest degree prejudiced against the Germans. All the Germans I know are kind and humane. In my Laboratory at the present moment there are at least six Germans to one of every other nation.

I have read all the diplomatic documents so far published, and the only conclusion I can arrive at is that the men who control the Government of Germany precipitated this war; also that these heads of the Government have caused the people of Germany to commit acts which were contrary to the nature of Germans as I know them.

Regarding the Lusitania, I think that the powers at Berlin made a very great error in sinking this ship, because the results could never have been of benefit to Germany, but the contrary. It was a foolish act for Americans to have gone on a British ship which might have ammunition on board. In my opinion Germany is justified in sinking every belligerent ship she can where the passengers can be got into the life boats. There were ample boats on the Lusitania.

Regarding munitions. If neutral countries stopped selling munitions to any country that needed them to defend itself, all countries would be at the mercy of a bullying nation, say, for instance, Russia. Germany has been for years the largest seller of arms, and on account of the efficiency of her people has now far more explosives than her enemies.

I do not believe that the United States of America would ever attempt to fight Germany. Such a thing is absurd, but some unfortunate mistake may be made that may cause the United States of America to break off trading relations and she would withdraw her Ambassadors. That is about the extent of what in my opinion would happen.

At present the German people are in an awful state of mind. Hemmed in on every side, fighting for their lives, they are mad, clear through and are doing things contrary to what they would do if they were not so mad.

Page two-

Of course all this is my personal opinion based on all the facts as they come to me.

Yours very truly,

285  
454

May 29th. 1915.

Mr. Jos Mitchell Chapple,  
National Magazine,  
Boston, Mass.

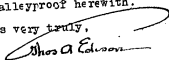
Dear Mr. Chapple:

I am in receipt of your favor of the 24th instant with galleyproof of your sketch on the Telescribe. I think you have made a mistake in ascribing to Theodore N. Vail the conception of the Morse alphabet now in use. I believe it was Theodore N. Vail's father, Alfred Vail to whom this credit belongs. *fatal*

In regard to your question as to whether it would be safe for you to incorporate in the story a statement that the Telescribe could be used on the lines from New York to San Francisco, let me say that modern telephone engineering provides for "Standard transmission of speech", without reference to line distance. Therefore, as the Edison Telescribe records the acoustic results of the telephone (with no electrical connections to the telephone line), the phonographic record is reproduced equal in volume and accuracy to the sounds heard on holding the telephone receiver to the ear. You will see therefore that distance may be disregarded.

I return your galleyproof herewith.

Yours very truly,



Enclosure.

*Handwritten signature*

May 29th. 1915.

Mr. F. K. Dolbeer,  
% Victor Talking Machine Co.,  
Camden, N. J.

Dear Mr. Dolbeer:

I am in receipt of your favor  
of the 27th instant, and in reply beg to say  
that I have written to Governor Slaton in ac-  
cordance with your suggestion.

Yours very truly,

*Thomas A. Edison*

*Direct*

May 29th, 1915.

Sr. Jose De Gorostizaga,  
Hotel Wellington,  
7th Ave. Bet. 55th & 56th St.,  
New York City.

Dear Sir:

Your favor of the 27th instant was received and brought to my personal attention. Let me say in reply that every farmer in the United States is interested in Potash for his fertilizer. Every fertilizer factory in the United States of America has been buying potash from Germany, and we hope that the Spanish Government will control the Spanish deposits and prevent any private company or concern from getting control of it. The market for Potash in the United States of America is unlimited so far as Spain is concerned, Until now the Germans have always had the monopoly, because no other country has Potash except Spain.

In regard to Aniline products, let me say that the largest factory making Aniline Dyes in the United States, is controlled by the National Aniline Dye Company, whose office is in New York, and their factory at Buffalo, N. Y. I, myself, make Aniline Oil, and it is made also by the General Chemical Company, New York City.

I have requested the Edison Storage Battery Company and also our Dictating Machine Department to send you a full set of catalogs and printed matter.

Yours very truly,

*Wm. A. Edison*

First

May 29th. 1915.

Hon. John H. Slaton,  
Atlanta, Ga.

Dear Sir:

I take the liberty to write to you  
in regard to the case of Leo M. Frank, who is  
at present under sentence of death for murder.

I have read all the evidence that I  
could obtain about this case, and would say  
that to my mind there is not enough certainty  
in the evidence presented to warrant Frank's  
execution, and I hope it will not be necessary.

Yours very truly,

  
John H. Slaton

263

June 1st. 1915.

511

Mr. Stanley Doggett,  
99 John Street,  
New Ygrk City.

Dear Sir:

Your favors of the 29th ultimo have been received. I would say in regard to the shipment of Aniline Oil for Millville Mfg. Co., we will have shipment made direct to the address as given in your letter, in accordance with your request.

I note the telegram which you enclosed from the Firestone Tire & Rubber Company, and fully appreciate their desperate condition in regard to Aniline Oil. Let me say for your information that I have been doing all that mortal man could do to expedite the completion and operation of my Aniline Plant. I have had, and will have, men working day and night, and have paid all sorts of high prices to get machinery and apparatus quickly.

I have actually been making Myrbane Oil for several days, and to-day commenced making Aniline Oil in a small way. You must bear in mind however that I shall have to go on making the Oil for several days before I can get enough to make the first distillation. My Stills are large, and can only be started after the plant has been at work for several days. I do not like to set a definite date for the first shipment, but I am convinced that they will be made not many days hence. I think I shall be able to ship all your customers will need this month.

I return herewith the Firestone Company's telegram

Yours very truly,

Thomas A. Edison

Enclosure.

Hurst

June 3rd. 1915.

Mr. Samuel Insull,  
Edison Building,  
120 West Adams St.,  
Chicago, Ill.

My dear Insull:

I received yours of the 27th ultimo, and also the volume entitled "Central Station Electric Service", containing some of your speeches. I laid aside some matters to read parts of it and found it very interesting. As soon as I can get a little time I am going to look all through it.

Let me congratulate you.

Yours very truly,

468  
507

June 4th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City.

Dear Sir:

I am in receipt of your favor of the first instant, and beg to confirm the increase of your order from three hundred thousand (300,000) pounds of Phenol to three hundred twenty-three thousand (323,000) pounds, to be delivered in equal daily quantities beginning with June 15th and ending with December 31st, 1915.

Let me say, however, that I cannot guarantee that deliveries will surely commence on June 15th, but they will commence within a few days of that time, which I presume will be entirely satisfactory. We have been delayed in completing our plant because we had had a great deal of trouble in getting men called "Lead Burners", but we are now making good progress.

I note your remarks in regard to increasing the supply of pure Benzol from the Woodward plant and also in regard to the various carloads of drums which you have ordered. All these matters are according to our understanding.

Yours very truly,

Thomas A. Edison

*Hunt*

June 3rd. 1915.

Mr. John R. McMahon,  
Box 76,  
Little Falls, N. J.

Dear Sir:

I am in receipt of your favor of the 31st ultimo, and thank you for the copy of your book "The House That Junk Built".

In regard to your request for an interview, let me say that I am simply overwhelmed with work, and do not see any prospects of being able to spare any time for an interview for several months to come.

Yours very truly,

June 3rd. 1915.

Mr. George M. Neubauer,  
% Jahlík and Bremser,  
Oriol Building,  
Locust & Sixth Streets,  
St. Louis, Mo.

Dear Sir:

I beg to thank you for your kind favor of the 28th ultimo, and assure you of my appreciation of the nice things that you are pleased to say about me.

It gives me special pleasure to learn that you are deriving more and more enjoyment from your Edison Diamond Disc. I assure you it is splendid news for me to say, as it assures me that some of my labors have not been in vain. I think you will be glad to learn that I hope to give you some still finer records. I have designed a special and unique building to be used for the purpose of recording music. It is a costly affair, and the erection of it will be started in a few days. When I get it completed and in operation I hope to be able to produce all the music of the great Masters much better than it is possible to produce it now. Unless I am very greatly mistaken in my calculations, you may look forward to some fine records before many months have passed over our heads.

Yours very truly,

June 3rd, 1915.

Mr. W. L. Sherwood,  
2 Sherwood & Fomberg,  
31 Nassau Street,  
New York City.

Dear Sir:

I beg to acknowledge receipt of your favor of the 27th ultimo, which has been read with much interest, and I note your inquiry as to whether it would be possible to reproduce any modern records of speech recorded on one of the old type tin-foil records.

It might be possible to do it, but would scarcely be worth while, as the transferring of this record would involve an immense amount of experimental work. I fear that the tin-foil record is only valuable only as a curiosity and a memento of the first type of phonograph.

Yours very truly,

June 3rd. 1915.

Mr. Edward P. Stettinius,  
Export Department,  
J. P. Morgan & Company,  
23 Wall Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 28th ultimo in regard to the Toluiol covered by my contract with the British Government, and note your remarks in regard to storage of the same at the expense of the British Government until Col. Phipps has received the report in regard to the tests of this product.

Let me say in reply that while I have every wish to be accommodating and to do everything, and even more, than could reasonably be expected, this whole matter is under a very unsatisfactory condition at the present time.

My contract with the British Government calls for 98% Toluiol. I was afterwards requested to make it according to certain specifications. Without prejudice to my contract rights, I voluntarily redistilled it and made it even better than the specifications. Thus, the Toluiol has cost me more money than I am going to get for it.

I have tried to get specific information in regard to drums, and in one of your letters it was suggested that drums of a certain specification be used. On asking where these drums were to be obtained the name Barrett Manufacturing Company was given me. The Barrett Manufacturing Company is not a manufacturer of drums. I called up Col. Phipps on the telephone a few days ago, and he said he did not think a galvanized iron drum was necessary, as the Toluiol does not attack the iron. Mr. Meadowcroft tried to discuss some other phases of the contract with Col. Phipps, but the telephone connection was so poor that no satisfactory results could be obtained from the conversation.

What I would like to do is as follows:

1. To be advised definitely whether a heavy steel drum of the ordinary type, not galvanized, will be acceptable.
2. That the Toluiol which is now ready shall be inspected and reported upon so that it can be shipped away from my plant within two weeks from this date.
3. In the circumstances, it is quite natural that I would like to receive payment for this batch of Toluiol at an early day. If the quality is not found satisfactory, I will refund the money and take back the Toluiol.

75  
Page two.

could easily find a customer for it at four dollars (\$4) per gallon.

4. As to future lots of Tolyol, I would like to have matters so arranged that it can be inspected and taken away from my plant whenever I have twenty (20) drums ready.

Yours very truly,

June 3rd. 1915.

Mr. Edward P. Stettinius,  
Export Department,  
J. P. Morgan & Company,  
23 Wall Street,  
New York City.

Dear Sir:

I beg to acknowledge receipt of your favor of the 28th ultimo in regard to the inspection of Toluol.

There has evidently been a misunderstanding on the part of Col. Phipps and his inspector. Let me try and straighten the matter out, so that you and he will understand.

You are probably aware that the plants at which Toluol is produced are called "Benzol Plants". Benzol, Toluol etc., are absorbed together from coke oven gases and afterward separated by distillation.

There are two Benzol plants in connection with the coke ovens at the Cambria Steel Works, Johnstown, Pa. One of these plants is Mr. Edison's plant, and the other one was installed and is operated by the Cambria Steel Company, but both plants are located on the same ground at Johnstown, Pa.

If Col. Phipps' inspecting officer heard that three thousand (3,000) gallons of Toluol were offered for immediate sale, it is probable that such an offer was being made by the Cambria Steel Company. It was not offered by us, as Mr. Edison is under contract with the British Government, through you, for the output of Toluol from his own plant.

You state in your letter that it appears that an incorrect address of Mr. Edison's plant was given to Col. Phipps' inspector. I do not quite see how that can be, as the man who operates our plant at Johnstown wrote us on the 27th of May that Col. Phipps' inspector was there that day and found our Toluol satisfactory. It would appear, therefore, that there must be a misunderstanding at your end of the line.

Yours very truly,

Assistant to Mr. Edison.

117

June 4th. 1915.

Mr. W. H. Mason,  
Woodward Iron Company,  
Woodward, Ala.

Dear Mason:

I have obtained drawings from the Philadelphia Can Company and the New York Gas people showing the wooden washer sections that they use for washing their gas. One Company has a washer of this kind that has operated forty-one years and never changed.

I am having Camm make drawings for sections for the Woodward and Johnstown absorbers. We could get these made locally, and when they are all done and on the spot we could shut down, take out the excelsior and put these in very quickly. Yellow pine is used for these sections. Don't you think this is the best solution of the problem.

You say that the Naphthalene chills out of the direct cooler. Why not put up a lot of cotton bage or screens and save it.

Bacon evidently has not caught on to this business. He does not keep his stills busy as far as I can see. You should tell him to keep his stills Always going, night and day.

As to excelsior, it would have been a good idea to have picked it, as we did here, so as to make the fibers cross each other and not lie parallel. Only enough fiber should have been used to break the fall of the oil, and the excelsior should not have been so packed as to make a filter.

I think that in order to meet the "floating", a few bars of  $\frac{1}{8}$ " iron laid on the top of each section might have stopped floating in the mass.

Ship Benzol as soon as you can. Send it along at the rate of 20 drums at a time.

Yours very truly,

Edison

212

560

June 4th. 1915.

Mr. J. H. Plummer, President,  
Dominion Iron & Steel Company,  
Toronto, Ont.

Dear Mr. Plummer:

Your telegram is at hand. You are a good loser.

Can I help you in anyway.

If you want to get some profit quickly, I could use three or four carloads of pure Benzol, and will give you the limit I can afford, namely, eighty-five (85) cents per gallon, F. O. B. Silver Lake, N. J. ~~only paid~~, if pure and well washed. This would be a special trade outside our contract.

Of course you are to furnish me separately and regularly under our contract the five hundred (500) gallons daily until you get things nicely adjusted, then eight hundred (800) gallons.

Of course, if you can sell your output for a long period, this special deal would end, but why accumulate Benzol? I think you should sell up close until you get such a contract. I believe you could get considerable more than the eight-five (85) cents I offer if you sold in small lots.

Yours very truly,

Chas A. Edison

421  
590

June 5th. 1915.

Mitsui & Company,  
25 Madison Avenue,  
New York City.

Attention - Mr. Shunzo Takaki.

Dear Sir:

I am in receipt of your favor of the fourth instant in regard to the matter of sending samples of C. P. Toluol to the Dupont Laboratory at Chester, Pa., and note the change of instructions.

We now understand that as soon as we start a shipment of Toluol on your contract with the Hercules Powder Company, we shall at the same time start an express shipment of about one and one-half quarts addressed to the Dupont Powder Company, Eastern Laboratory, Chester, Pa. These express shipments are to be properly labelled, indicating date of shipment which each sample represents.

Your instructions shall be complied with.

Yours very truly,

Assistant to Mr. Edison.

441

647

June 5th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Replying to your favor of the second instant, I beg to say that we are now making Aniline, and will start distilling Monday or Tuesday of next week. In putting a plant of this kind into operation we have to make enough to fill up our working receptacles before the material begins to come out for shipment.

I have ordered some one-half drums and will ship some Aniline Oil next week by express at our expense, and thereafter your customers will get their supplies regular.

Yours very truly,

John A. Edson

*Handwritten signature*

June 5th, 1915.

Mr. B. G. Parker, Purchasing Agent,  
American Printing Company,  
Fall River, Mass.

Dear Sir:

Replying to your favor of the second instant, I beg to say that my plant has just started making Aniline Oil, and we shall now take the next step forward and make some Aniline Salt. I cannot fix the exact date of shipment on Aniline Salt, but it will be in the near future.

Yours very truly,

*Thos A Edison*

June 5th. 1915.

Mr. J. L. Andersen,  
518 Corn Exchange Bldg.,  
Minneapolis, Minn.

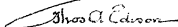
Dear Sir:

Your favor of the 29th ultimo  
has been received, and I beg to send you  
the following answer to your question as  
to "What cherished belief of yours has the  
great World War robbed you of?"

My answer is as follows:

"That Education and our  
present civilization has  
had so little effect on  
the suppression of the  
primal instincts of man."

Yours very truly,

The signature is written in a cursive, flowing style. It begins with a large, stylized 'T' for 'Theo', followed by 'A' and 'Carlson' in a similar script.

*File*

June 4th. 1915.

Mr. E. D. Munday,  
Schenectady, N. Y.

Dear Sir:

Your favor of the first instant  
has been received. No submarine was seen  
by anybody on the Lusitania, so she was un-  
armed in every sense.

I return your papers herewith.

Yours very truly,

*Thos A. Edison*

Enclosures.

*Fried*

June 4th. 1915.

To whom it may concern:

This is to certify that Fritz  
G. Marsteller was employed by me in the  
Testing Department of my Laboratory, and  
was in my employ from February 15th, 1910  
to February 25th, 1911.

*Thos A Edison*

519

June 7th. 1915.

559

Mr. John Bacon, Jr.,  
% Coke Oven Department,  
Cambria Steel Company,  
Johnstown, Pa.

Dear Sir:

Mr. Edison has been somewhat dissatisfied with your daily reports, as he says he cannot make anything of them. To tell you the truth I must confess that I have been unable to come to satisfactory conclusions about that myself.

Of course, I know that you have been doing the best you can and you have had lots of things to attend to, so we will see if we can start you off right.

Enclosed form is what Mr. Edison would like to have you use for making your report. I am sure that you will easily understand it, and if you fill one of these out every day and send it to me, I think we shall all have a better idea of what you produce and what you have on hand.

Mr. Edison wishes me to say to you that he wants you to ship as much pure Benzol as possible, and not to send any more 90% that you are obliged to send.

There is one thing that we are all anxious to know, and that is how much of the washed and redistilled Solvent Naphtha you have on hand. We are having a good many inquiries for it.

Yours very truly,

447

June 7th. 1915.

E. B. Badger & Sons Company,  
75 Pitts Street,  
Boston, Mass.

Gentlemen:

In our report from the Johnstown plant, we have received today, there is the following:

"Coils in No. 2 Badger eaten out and leaking badly. The worst feature is the nipples which we are replacing with XX pipe. Kettle is not affected. Am arranging piping to wash out and steam after each charge."

This is strange when we only use this still for distilling 90% stuff. What about it?

Yours very truly,

*Trust*

June 7th. 1915.

Mr. J. C. Cross,  
2020 Bainbridge St.,  
Philadelphia, Pa.

Dear Sir:

I am in receipt of your favor of the third instant and would say in reply that I am personally very much in sympathy with you on the question of high class records. The trouble is that the dealers compell me to follow the crowd, and the crowd wants the popular stuff. However, we have many classical compositions recorded and I shall force them out on the market this Fall.

It will interest you to learn that I am now erecting a special building for recording music, and I am expecting that it will help me to record with great perfection all the best works of the Masters.

Yours very truly,

*Trust*

June 7th. 1915.

Mr. J. D. Gillespie,  
Gracechurch Buildings,  
80, Gracechurch Street,  
London, E. C.,  
England.

Dear Mr. Gillespie:

I received your favor of the  
25th ultimo, asking me to act as Godfather  
by proxy, to your son, and I have cabled you  
that I am willing and this will confirm that  
cable.

Allow me to extend my congratu-  
lations to you and your wife upon the coming to  
you of a son and heir, and I trust that he will  
grow up to be a hustler and make good in the  
world.

Yours very truly,

First

June 7th. 1915.

Mr. Isidor Singer, Ph. D.,  
Managing Editor,  
The Slavonic Classics,  
The Slavonic Publishing Co.,  
456 Fourth Avenue,  
New York City.

Dear Sir:

I beg to acknowledge receipt of  
your favor of the third instant, enclosing  
a few leaves from Sarolea's "Anglo-German  
Problem", which I have read with much in-  
terest, and for which I beg you will accept  
my thanks.

Yours very truly,

First

June 7th. 1915.

Mr. F. D. Waterman, President,  
L. E. Waterman Company,  
173 Broadway,  
New York City.

Dear Sir:

I am in receipt of your favor of the third instant containing your kind offer to present to me one of Waterman's Ideal Fountain Pens as you think it may meet my particular requirements. In reply let me say that I am always ready to try experiments, and thank you for your kind offer.

I use a stub pen, of which sample is enclosed, and if you wish to send me a Waterman's Ideal as per your letter, you may kindly forward it to my Assistant, Mr. W. H. Meadowcroft, at this address, and he will see that I receive it in person.

Yours very truly,

Enclosure.

490

June 8th. 1915.

Mr. J. H. Plummer, President,  
Dominion Iron & Steel Company,  
Toronto, Ont.

Dear Mr. Plummer:

I have received your telegram of to-day, which has been read with much interest, and I thank you for the information therein contained.

I am resting in confidence that you will surely take care of me to the extent of at least five hundred (500) gallons of pure Benzol per day until your plant is running at full capacity.

I shall be very glad if you will also let me have an additional tank car from time to time as fast as you can accumulate the additional Benzol to fill it. When you have such an additional tank car, you may ship it to me at eight-five (85) cents per gallon F. O. B. Silver Lake, duty paid. It is understood, of course, that I only want pure Benzol. ~~washed well~~

Yours very truly,

Thomas A. Edison

Trust

June 9th. 1915.

Miss Auril Dagnell Alpuente,  
105 West 84th Street,  
New York City.

Dear Madam:

I am in receipt of your favor of the fourth instant, and in reply beg to say that if you will kindly take this letter to Mr. W. H. Miller, the Manager of our Recording Studio at 79 Fifth Avenue, New York City, he will take a trial record of your voice and send it over to Mr. Edison for his hearing.

Yours very truly,

*W. H. Miller*  
Assistant to Mr. Edison.

566

569

June 9th. 1915.

Mr. John Bacon, Jr.,  
% Coke Oven Department  
Cambria Steel Company,  
Johnstown, Pa.

Dear Sir:

At last, we have received permission to ship the Toluol which conforms to the Nobel specification. At least, we have permission to ship that part of it which was inspected by Col. Phipps' inspector who came up to see you to make the inspection about ten days or two weeks ago.

Will you please give close consideration and attention to the following:

1. Please tell me how many drums Col. Phipps' inspector tested and passed all right.
2. The drums in which you now have the Toluol will not be strong enough to bear ocean transportation, as we found they have been badly dented in coming from Johnstown, to Silver Lake. You will get a carload of drums on Friday, if not before, from Pittsburgh. These new drums are stronger than what you now have. I think it will be best for you to transfer the Toluol to the new drums.
3. Do not put any marks on these drums until you get my next letter. You can chalk identifying marks on the drums if you do not get my shipping instructions before making the transfer of the Toluol into the new drums.
4. Please send me a memorandum showing the outside dimensions of the drums, that is to say, outside length and outside diameter. I presume they are all the same size.
5. When the new drums come, please see that they are clean before you put the Toluol in. I have instructed the Manufacturers of the drums to be sure and see that they are clean, so I suppose you will have no trouble in this respect.

Yours very truly,

*Wm. H. B. B.*  
Assistant to Mr. Bacon.

Hirst

June 9th. 1915.

Mme. Boye-Jensen,  
313 West Avenue,  
Jenkintown, Pa.

Dear Madam:

Mr. Edison requests me to acknowledge receipt of your favor of the fourth instant, and to say that if you would care to go over to our Recording Laboratory in New York City some day when you are in town, he would be glad to have you do so and to make a trial record of one of your songs.

I have written to Mr. W. H. Miller, the Manager of our Recording Department, requesting him to make the necessary arrangements with you on hearing from you when you are likely to be in New York. The address of the Recording Department is 79 Fifth Avenue, New York City.

Yours very truly,

  
Assistant to Mr. Edison.

*First*

June 9th. 1915.

Mrs. T. P. Clifford,  
109 Summit Street,  
Newark, N. J.

Dear Madam:

Referring to your letter of the first instant in regard to Mr. Clifford, the following report was made to me by the Superintendent.

"T. P. Clifford was formerly employed as toolmaker in the Phonograph Works tool room, principally on repairs and renewal of Phonograph feed screw threading tools. At this he proved satisfactory for some years. However, when old methods were superseded and tools changed, he seemed unwilling to try other work given him in the tool room by his former foreman. This unwillingness, the foreman claims, was caused very likely by his advanced age and addiction to saloon habits. He was, therefore, compelled to dispense with his services."

Yours very truly,

*Thomas O. Quinn*

*Quinn*

457

June 9th. 1915.

Clarence Dillon, Esq.,  
% Wm. A. Read & Company,  
Rassau & Cedar Streets,  
New York City.

Dear Mr. Dillon:

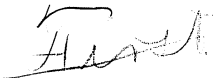
You will be glad to learn that your phonograph and records were shipped to you at Rye, yesterday, and I trust they will be safely received. I told you over the 'phone that we were going to ship 50 records, but of the list selected there were three that could not be shipped immediately, but these will be sent along later. If you have any difficulty in unpacking and setting up the machine, please let me know and I will have a man sent up to attend to it. Indeed, if you would rather that we would do this, I shall be very glad to have it attended to in this way upon hearing from you.

You asked me to let you know a few of Mr. Edison's favorites. He has quite a number among the records that we are sending you, but the following are special favorites of his.

- 82063 - Ave Maria - violin ( Carl Flesch)
- 83019 - Ah mon fils (Prophete) Delna-
- 82077 - Depuis le jour (Louise) Anna Case-
- 80128 - William Tell Overture - Part 1 (Edison Concert Band)
- William Tell Overture - Part 11 (Edison Concert Band)
- 80010 - Darling Nellie Gray (Metropolitan Quartet)
- 80213 - Teatit, senie, weenie (Suzi) Clark and Phillips-
- 80160 - I'll take you home again Kathleen (Walter Van Brunt)

Yours very truly,

*Wm. A. Read*



June 9th. 1915.

File 1204-C-97

Hon. Lewis E. Bryant,  
Commissioner of Labor,  
State of New Jersey,  
Department of Labor,  
Trenton, N. J.

My dear Sir:

I have received your favor of the fourth instant in regard to the subject of fire alarm equipment and have fully noted the contents of same.

I am fully desirous of complying with all the requirements of the fire protection laws, but owing to the extensive nature of the fire at my plant last December, I am now overwhelmed with work in carrying out the changes suggested by your Department in the fire proofing of my buildings. This has necessitated a great many changes, which are quite extensive in their character.

I would greatly appreciate it if I could be allowed a little further delay until I reach the fire alarm part. This would help me out a great deal if it can be so arranged.

Yours very truly,

135

June 9th. 1915.

Monsanto Chemical Works.

St. Louis, Mo.

Gentlemen:

I am in receipt of your favor of the third instant, which has been read with careful consideration.

Let me say in reply that we cannot make any better Phenol than we are sending you, because nobody furnishes us with sufficiently pure Benzol.

You have a contract with me for a certain amount of Phenol for a certain length of time. Why not sell the Phenol I send you? There is a market for it at \$1.40 a pound. Then you can buy of some other maker who can obtain pure Benzol, if such a thing is possible (which I don't believe).

Hereafter I shall not pay any of the charges for redistillation. I did not guarantee absolute purity, but just "Synthetic Phenol", and I arranged to sell you some just to help you out, as you said you wanted to get some to finish out a job which you said you had on hand.

Yours very truly,

First

June 9th. 1915.

Mr. B. Guy Warner,  
1225 Bedford Avenue,  
Brooklyn, N. Y.

Dear Mr. Warner:

I have received your favor of the fourth instant, which has been read with a great deal of interest and pleasure.

Let me congratulate you on your good work and upon the results that it has shown. I am surprised that the piano record was so favorably received. According to my judgment, it is so poor that I was doubtful about putting it out.

If the public will stand for that record, they will be surprised when I get some good piano records, which I hope to obtain soon.

Yours very truly,

L. J. J.

641

June 11th. 1915.

Mr. Clarence T. Atkinson,  
Asbury Park, N. J..

Dear Sir:

Your favor of the 9th instant was received, and I have shown it and your circular to Mr. Edison. He requests me to send you a dollar and ask you to forward a copy of "The Sky line Girls". Please send this book to me and I will bring it to his personal attention.

Yours very truly,

*Wm. L. J.*  
Assistant to Mr. Edison.



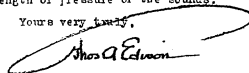
June 10th. 1915.

Mr. John Cushman,  
Collins, Ohio.

Dear Sir:

Replying to your favor of the second instant, I would say that we have experimented to devise such an instrument as you suggest, but nothing practical has thus far been made. It is an extremely difficult device to perfect. At the present time we use the microscope to determine the strength or pressure of the sounds.

Yours very truly,



Thomas A. Edison

June 10th. 1915.

Mr. James Fleming,  
489 Seventh Street, S. E.,  
Medicine Hat,  
Alberta, Canada.

Dear Sir:

I beg to acknowledge receipt of your favor of the third instant, which has been read with much interest.

Let me say for your information that we have a very large number of high class musical compositions already recorded, but the trouble is that our dealers demand all popular stuff. However, I shall put out a lot of the better class of music in the Fall of this year, and then you will have an opportunity to get some of the records you desire.

Allow me to thank you for your suggestions and for the complimentary expressions you have written in regard to the Diamond Disc Phonograph.

Yours very truly,

Thomas A. Edison

*Trus*

June 10th. 1915.

Mr. E. W. Preston,  
Standard Essence Company,  
Maywood, N. J.

Dear Mr. Preston:

I am in receipt of your favor of the eighth instant, and in reply would say that we are now making Nitrobenzol, and as soon as I have filled up my customers with the Aniline Oil that they have ordered I think I shall be able to help you out on Nitrobenzol. It will be two or three weeks, however, before I could possibly do this.

I do not know much about your obtaining Ortho Cresols. I am not producing any myself, but would suggest that you write to A. W. Aylsworth, the Chemist of the Condensite Company of America, Glen Ridge, N. J. He uses Cresols, both Meta and Para, and may have a way of separating out the Ortho which he does not like in his processes.

Yours very truly,

*Charles Edison*

*Barrett's agent told me price of unsold  
Cresols at present is 50 cents gallon*

5

372

June 10th. 1915.

Mr. M. H. B. Weatherall,  
115 Broadway,  
New York City.

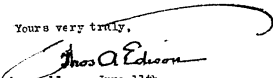
Dear Sir:

I am this morning in receipt of the following cable from my London office in regard to the Carboric Acid due on my contracts with the London Gas & Coke Company.

"Edison Gas Company state Government has requisitioned their total output and prohibited supplies to private customers for any purpose or destination whatsoever they will cable you accordingly and I will advise you further after making personal inquiry of Government officials."

The cost of this cable so far as we can figure it was £3, for which you can send me your check.

Yours very truly,

  
Thomas A. Edison

Received following cable, June 11th

URGENT ENTIRE UNITED KINGDOM PRODUCTION  
CARBORIC REQUISITIONED BY THE GOVERNMENT.  
GAS LIGHT AND COKE COMPANY.

First

June 11th. 1915.

Dover Boiler Works,  
Dover, N. J.

Gentlemen:

This is the understanding I had with your Mr. Birch over the phone, through Mr. Herter.

We have three nitrating tanks which have been destroyed by acid. One of these was sent to you and you were to use the top flange and put it on a new tank, which is to be brought to Silver Lake by your truck tomorrow (Saturday). We will then return the other two destroyed tanks by your truck, so you can use the top flanges. The destroyed tanks are to be junked.

~~To make up~~  
like the first  
one -

You are also to make two new nitrating pots, everything new, but made of best grade of wrought iron, using wrought iron rivets of best grade of iron, with very large heads. The last two tanks you are to rush.

Yours very truly,

E. Johnson

561  
685

American Oil & Supply Company,  
52 Lafayette Street,  
Newark, N. J.

June 12th. 1915.

Gentlemen:

I hereby agree to sell to you, and you agree to take, the entire output of Solvent Naphtha from my Benzol Absorbing Plant at Johnstown, Pa., at the price of twenty-five (25) cents per gallon F. O. B. Johnstown, Pa., less 1% for cash. Drums to be charged for and credited on return.

The duration of this arrangement shall be one year from this day, and it is understood that it covers the entire product of Solvent Naphtha from my Johnstown Benzol Absorbing Plant. I estimate this will be approximately three hundred (300) gallons per day, more or less, but I cannot tell the exact quantity.

As to deliveries, it must be understood that I will make deliveries to you on your order as rapidly as possible, but at this date I cannot specify exact dates and quantities of such deliveries. It is understood that I shall not be compelled to redistill and deliver said Solvent Naphtha to you to the prejudice of my requirements of Benzol and Toluol from the said Johnstown Plant, although I will use my best endeavor to make prompt shipments under this agreement.

Yours very truly,

*Thomas A. Edison*

Accepted.

283

June 14th. 1915.

Mr. Fred Babson,  
California Ave. & 19th St.,  
Chicago, Ill.

Dear Mr. Babson:

Recently I got hold of a few curves of sales of several of the big disc dealers, and in comparing them, I find that the percentage of record sales in December last, compared with machine sales, is as follows:

RETAIL.

A	Record sales	23%	of the machine sales.
B	"	"	33% " " " "
C	"	"	27% " " " "
Edison Shop, Chicago, 13 1/2% of the machine sales.			

I wonder why this is so different in Chicago?

Yours very truly,

 Thomas A. Edison

First

June 14th, 1915.

Mr. George F. Morrison, Gen'l. Mgr.,  
General Electric Company,  
Morrison, N. J.

Dear Mr. Morrison:

I filed an application for patent on  
filaments for incandescent electric lamps on May 31st,  
1907. This application was allowed May 28th, 1915.  
I am rather inclined to abandon this patent, but if  
the General Electric Company can make use of it I shall  
be glad to place it at their disposal.

I enclose copy of the claims that have  
been allowed.

Yours very truly,

Thomas A. Edison

625

June 14th. 1915.

Mr. William H. Scheel,  
159 Maiden Lane,  
New York City.

Dear Sir:

Your favor of the 12th instant, and the samples which you forwarded have been received and laid before Mr. Edison, and this letter will confirm my telephone request to you to send for trial one bag of Powdered Ref Scheel-lac Gum by express today, addressing the same to me.

I will have a regular confirming order sent to you.

Yours very truly,

*Wm. H. Scheel*  
Assistant to Mr. Edison.

*Trout*

June 14th. 1915.

Mr. Walter W. Shaffer, Principal,  
Avon Avenue School,  
Newark, N. J.

Dear Sir:

I am in receipt favor of the 11th instant, and am much gratified to learn that you have concluded to purchase an Edison Diamond Disc Phonograph. I trust it will be a source of instruction and interest to your school. In regard to making some records of the voice of the teacher you mention, let me say that this is perhaps a more serious matter than you would think. In the first place, the record would have to be made at our Recording Department in New York, and after that is done it has to go through a long process of manufacture which would take several weeks, and the expense is quite a serious item. Of course, if this is not too much of a drawback for you we shall be glad to discuss the matter with you further.

Yours very truly,

*Thomas A. Edison*

*(84) Some a cylinder  
phonograph records  
can be made & reproduced of one  
of them with answers 2.*

449

June 17th. 1915.

Butterworth-Judson Company,  
80 Wall Street,  
New York City.

Gentlemen:

I write to confirm the purchase by me from you of one hundred sixty (160) tons Mixed Acids per month for the remainder of the year 1915 at three dollars and eighty cents (\$3.80) per one hundred (100) pounds, as arranged over the telephone between your Mr. Durken and Mr. Meadowcroft of my office. In accordance with your offer to me at our interview yesterday, I understand that this price is F. O. B. at our Silver Lake Plant.

Will you kindly send me your regular contract covering the above.

Yours very truly,

*Wm. H. H. H.*

*The price is not to be paid for and there is no mixed acid from them is 87% H<sub>2</sub>SO<sub>4</sub> + 20-27% HNO<sub>3</sub> which I believe is the standard for mixed acids*

*J. A. E.*

4-19

W. L. 1211, 1212.

Butterworth-Palmer Co., Inc.,  
 80 Wall Street,  
 New York City.

Gentlemen:

I am in receipt of your letter of the 14th inst. regarding your order for one hundred (100) pounds of Mixed Acids per month for the remainder of the year 1918 at three dollars and eighty cents (\$3.80) per one hundred (100) pounds, as discussed over the telephone between your Mr. Barker and Mr. Henderson of my office. In accordance with your offer to be at our interview yesterday, I understand that this price is to be in force at our Silver Lake Plant.

Will you kindly send us your regular contract covering the above.

Very respectfully,

*Charles E. Quinn*

*The proposition was stated to me by Mr. Quinn & Co  
 for mixed acids from them is 39¢ X H<sub>2</sub>SO<sub>4</sub>  
 + 20-27¢ HNO<sub>3</sub> which I believe is the standard  
 for mixed acids*

*W. L.*

**General Letterbook Series  
Letterbook, LB-105 (1915)**

This letterbook covers the period June-August 1915. Most of the correspondence is by Edison and William H. Meadowcroft. Many items pertain to Edison's benzol absorbing plants and business conditions during World War I. There are also documents regarding Edison's election as a vice president of the American Peace and Arbitration League, his endorsement of government-sponsored research at the Massachusetts Institute of Technology, and his opinions about the war. Additional correspondence relates to the technical and commercial development of phonographs and recordings. The correspondents include longtime Edison associate Samuel Insull; businessmen Richard M. Colgate and Farnham Yardley, who were Edison's neighbors in Llewellyn Park; and representatives of Mitsui & Co., an investor in Edison's benzol businesses.

The spine is stamped "Letters" and is marked "T.A.E. From June 18-1915 August- 4-1915." The number "43" also appears on the spine. The book contains 699 numbered pages and an index. Approximately 15 percent of the book has been selected.

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 Atlanta Building Exchange 95-  
 Amer. Dynable Co. 96-272-  
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 Am. r. Steel Package Co. 220-  
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First

June 18th. 1915.

Mr. Frederic F. Tuthill,  
1457 Union Street,  
Brooklyn, N. Y.

Dear Dr. Tuthill:

I received your favor of the 12th instant, but have been so extremely busy the last few days that my correspondence has been delayed, so please excuse me for not replying more promptly.

I will immediately investigate your complaint, and have your battery put in good shape and returned. You may rest assure that the guarantee will be fully met.

Let me say that we have 1,800,000 cells out, of which more than 400,000 are over four years old in service, there is not a single case that I know of where the battery has gone bad, that, upon investigation it was not found to be due to neglect. Most people do not read the instructions at all, and the garage people purposely neglect them as there is no profit in renewals as there is with the lead batteries.

Yours very truly,

9/14/15 made not received promptly  
2/20/16 1/1/16

First

208

June 18th. 1915.

Mr. W. G. Niebold,  
Secretary to HENRY FORD,  
Detroit, Mich.

Dear Mr. Niebold:

I have received your favor of the 15th instant, and have shown it to Mr. Edison. The figures you give are certainly amazing and Mr. Edison thinks they are positively wonderful, and extends his congratulations to Mr. Ford.

By the way will you kindly say to Mr. Ford that Mr. Edison has his Aniline Plant in operation, and we have made two lots of shipments of Aniline Oil to customers. Some of the rubber tire people are so badly out for it that they are willing to spend money for expressage in thousand pound lots. The Plant is working very well. Mr. Edison has tremendous difficulties to overcome, but he "got there" as usual.

He has also started his new Carbolic Plant, and this went into operation last Tuesday on the first stages of production. It takes about 7 days for the finishing process, so I suppose we will be shipping out Carbolic Acid from the new Plant about next Tuesday or Wednesday. Both these plants were built and put into operation in about sixty days.

Yours very truly,



Assistant to Mr. Edison.

First  
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June 21st. 1915.

Stein, Hirsh & Company,  
61 Broadway,  
New York City.

Gentlemen:

Your various telephone messages in regard to delivery of Carbolic Acid under my contract with you have been given to me. I had hoped to begin deliveries early in the present month, but have been disappointed owing to manufacturing contingencies. The delay in starting up my new Carbolic Plant has been due to the failure of almost every machine contractor to carry <sup>out</sup> their contracts on time of delivery, as they are all loaded up with war contracts.

All our machinery and apparatus is in place, and of the five sections composing the plant, two are working, and I think that sometime this week all will be working, and it is possible that we will make some deliveries. Unless something unforeseen occurs, I expect to be making full deliveries, according to contract, in two weeks or less.

Yours very truly,

Thos A Edison

Enclst

June 19th. 1915.

Mr. Herman Blume,  
1451 Broadway,  
New York City.

Dear Sir:

I have received and read with much interest the stenographic transcript of the address made at the Civic Forum meeting held at Carnegie Hall, New York, May 6th, 1915. Evidently you have stenographically reported these addresses with much care and correctness.

Yours very truly,

*Recd*

June 16th. 1915.

Mr. Henry Collins Brown,  
15 East 40th Street,  
New York City.

Dear Sir:

I beg to acknowledge receipt of  
your favor of the 15th instant, together with  
two copies of your book on Our Flag, which you  
have kindly sent with your compliments. Please  
accept my thanks for the same and allow me to  
extend my congratulations on the book.

Yours very truly,

Gust

140

June 18th. 1915.

Mr. W.E. Blake,  
Blake & Burkart,  
Walnut at Eleventh St.,  
Philadelphia, Pa.

Dear Mr. Blake:

I am in receipt of your favor of the 15th instant, enclosing clipping from the Philadelphia Inquirer of June 15th, which I have read with much interest.

Let me say in reply that Maria Barrientos is not as good as Mme. Verlet of the Paris Opera. I have a trial record of De Lucas and would not accept it. He is a better actor than a singer.

I have 2300 voice trials, which covers about every singer of note in Europe. They may be good actors, but they are certainly poor singers generally speaking.

Yours very truly,

C. S.

First

June 19th. 1915.

Miss Annie S. Caldwell,  
Waynesboro, Va.

Dear Madam:

I received your recent favor and would say in reply that it would be difficult to make your scheme practicable. I would say, however, that aspirators could be made which would prevent the gas from affecting the soldiers.

Yours very truly,

First

June 10th. 1915.

Prof. Reginald A. Fessenden,  
1677 Beacon Street,  
Brookline, Mass.

Dear Mr. Fessenden:

I am in receipt of your favor of the 15th instant, and have asked Mr. Meadowcroft to send you a letter for Mr. Bennett to take to our Recording Laboratory in New York some time when he goes to that city. On presentation of this letter, our people will take a trial record of his voice and send it over to me. If he can make good records, I shall only be too glad to add him to my list. Let me say for your information that there are a great many good singers whose voices do not run out well when it comes to making a record for my discograph. This, however, might not be any reflection on their work as concert or operatic singers, as all voices will not record well according to our standard. You may depend upon it, however, that Mr. Bennett will get a good show.

Yours very truly,

Trust

June 19th. 1915.

Miss Anna L. Kelly,  
508 Lincoln Street,  
Antigo, Wis.

Dear Madam:

I beg to acknowledge receipt of your favor of the 9th instant, and it gives me a good deal of pleasure to learn that you installed an Edison Diamond Disc Phonograph in the School of which you are Principal. I sincerely trust it will come up to your expectations and be a help to you. Let me say in reply to your inquiry that we are going to make some folk dances shortly, and you may look for them on the forthcoming list. You will be glad to learn that we have already recorded a number of recitations, which will also be issued in our later record list.

Yours very truly,

First

480

June 10th. 1915.

Monsanto Chemical Works,  
St. Louis, Mo.

Gentlemen:

I am in receipt of your favor of the 12th instant, and would say in reply that our Vacuum Still has not yet been put into operation, its completion having been outrageously delayed by the Manufacturer. I expect, however, that it will be going next week. This will improve the quality of the Phenol.

All the manufacturers of Benzol are rushing their stills, and all Benzol is more or less pure these days. Even Barrett, whose standard has been universally recognized, no longer seems to send out a good old standard quality, so far as my experience is concerned.

Let me say in conclusion that we are doing the best we can, and hope that we shall soon be able to give you some better stuff.

Yours very truly,

18

169

June 16th, 1915.

Mr. H. Seydell, Manager,  
The Seydell Manufacturing Co.,  
86-100 Forrest Street,  
Jersey City, N. J.

Dear Mr. Seydell:

Mr. Meadowcroft has handed me your favor to him of the 15th instant, together with the letter from the Anniston Knitting Mills Company. Their letter is returned herewith.

You may say to the Anniston people that there was no such offer as he mentions. The General Chemical Company started at first with 30¢ until January 1st, then 25¢ for the next year, then 20¢ afterward, and guaranteed that they would meet any lower price in the third year down to 10.93¢. Before they could stop their men, they had sold their entire capacity and have now withdrawn from the market. Acids have advanced 300%, and Benzol to 80¢ a gallon on long contracts, - and scarce at that price. Aniline Oil at 30¢ for the next six months would mean a loss to the manufacturer selling it at that price.

England and all the other foreign countries are in the market for Aniline, as all Benzol has been embargoed for explosives, and there is not a carload of nitrating acid now to be had in the United States at any price. I think I might possibly sell some Aniline Oil in 1916, but will let you know later.

Yours very truly,

Enclosure.

14  
102

June 23rd, 1915.

Hiteul & Company, Ltd.,  
25 Madison Avenue,  
New York City. Attention - Mr. Takaki.

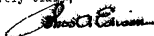
Dear Sir:

I must ask you to kindly excuse the delay in replying to your favor of the 18th instant in regard to the Japanese Navy specification for Carbolic Acid. We have all been extremely busy for the last few days.

In reply let me say that we can make colorless white crystallized Carbolic Acid which is solid at normal temperatures, and with a melting point about 40° Centigrade, but no person can meet specification #3 and do it commercially in large quantities. The Carbolic Acid we furnish is considered very high grade.

In about two weeks our vacuum still will be running, and then I will send you sample of what I can produce. You will then be able to have an analytical report made on the same as you propose.

Yours very truly,



First

6/3

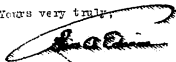
June 23rd. 1915.

Samuel Insull, Esq.,  
120 West Adams Street,  
Chicago, Ill.

My dear Insull:

I have received yours of the 18th instant, and would say that there are no objections on my part. You had better go to Lloyd George direct. The result of my observations is that most everything is bought indirectly so that somebody gets graft.

Yours very truly,



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June 24th, 1916.

Mr. H. E. Blake,  
Blake and Burkert,  
Walnut at Eleventh St.,  
Philadelphia, Pa.

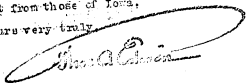
Dear Sir:

Replying to your inquiry of the 17th instant as to why we record almost every song with a chorus, let me say that in the old days we did not use a chorus as a rule and we used to get innumerable letters asking why we do not have one. So I took the total sales of sixty-five million records and tabulated these sales as to band, orchestras, violins, songs with chorus, songs without choruses, quartettes, etc.

If my recollection is correct, the sales of songs with chorus were more than seven times greater than those without. You will see, therefore, that what we are doing is not based upon guess work but upon exact knowledge obtained and utilized over a period of eighteen years.

I know of nothing that people disagree about so much as music, and it is a curious fact that the taste of Massachusetts people are quite different from those of Iowa.

Yours very truly



*First*

June 24th. 1918.

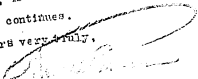
Mr. Fred Babson,  
Babson Brothers,  
California Ave. & 19th St.,  
Chicago, Ill.

Dear Babson:

I am in receipt of your favor of the 17th instant in regard to the percentages of record and machine sales, and in reply would say that as regards the small record sales, this shortage does not explain it. The sales covers about a year and everybody had the same trouble. Some dealers sell an abnormal number of records because they have certain plans. I get reports of all recitals, and 25% of the reports state that there were several Edison disc machine owners in the audience who came up and took the names of certain records that were played.

Now, as a matter of fact, lots of these records that were named have always been available. The question is, why did not the dealers sell them to these owners?

The Orange Edison Shop is experimenting on different plans, one of which, I am told, is a winner. They will give me some data on it if the success continues.

Yours very truly,  


First

June 23rd. 1915.

Mr. H. C. Buckhout,  
360 Pearl Street,  
Brooklyn, N. Y.

Dear Mr. Buckhout:

I have received your favor of the 19th instant, and in reply to which let me say that I am not shocked at anything nowadays. I have been up against the seamy side of men for forty years. Nine times out of ten they skin me, and I have never learned to be suspicious. I'd rather be skinned than be ~~#~~ crooked.

Yours very truly,

Wm. A. Edison

*First*File 1204-R-97

June 24th. 1915.

Hon. Lewis T. Bryant,  
Commissioner of Labor,  
Department of Labor,  
State of New Jersey,  
Trenton, N. J.

My dear Sir:

Replying to your favor of the  
17th instant, let me say that I expect  
to finish the burned out buildings and  
move in by August 20th, when I can take  
up the fire alarm question, although I  
think your inspectors will not find in  
the whole of the machinery building fifty  
pounds of anything that could burn.

Trusting this will be satisfac-

tory, I remain,

Yours very truly,

June 25th. 1915.

Mr. A. Brisbane.  
New York Evening Journal.  
New York City.

My dear Mr. Brisbane:

I am glad to learn that you  
are well again, and trust that you may long re-  
main in that desirable condition.

Didn't you see the announce-  
ment of Ford's tractor in the newspapers three  
days ago?

He has been at it for years  
and now has it perfected. He sent me a moving  
picture of all the stunts that it can do. In my  
opinion this tractor is the most important thing  
that has been invented in many years, and I think  
it will create a revolution in agriculture.

You might ask Ford to loan you  
the motion picture reel, and then you can have it  
run through the motion picture machine somewhere  
for your benefit. It will astonish you.

Yours very truly,

*Wm. A. Brisbane*

June 26th, 1918.

Mr. R. M. Boyce,  
 Milwaukee Coke & Gas Co.,  
 Cully-Abbott Building,  
 Milwaukee, Wis.

Dear Sir:

I beg to confirm the following telegram which I have sent you today:

"Have started two tank cars from Sharon, Pa. One to Milwaukee, and one to Mayville routed via Erie Despatch and Chicago, Milwaukee and St. Paul. Please accumulate by contract allotment Pennel until arrival of cars."

Inasmuch as it would take practically as long to send drums to you as tank cars, I thought that this would be the best way, as you will probably have accumulated a tank car for us at either the Milwaukee or Mayville Plants before the tank cars reach you. I shall have tracers sent out after the tank cars, and trust that they will reach you in good season.

Then you ship me a tank car of Pennel, with you routing it to Thomas A. Edison, Carbonic Division, Silver Lake, N. J., and route it via Chicago, Milwaukee and St. Paul and Erie Despatch, and follow with tracer in each case.

If there is any possibility of expediting the shipment of a tank car let me know, as I am badly in need of Pennel.

Yours very truly,

*Thos. A. Edison*

Handwritten:  
Hurst

June 26th, 1915.

Mr. C. A. Coffin,  
Thirty Church Street,  
New York City.

My dear Mr. Coffin:

Yours of the 17th instant made  
me blush clear around to the back of my neck.  
All I can say is, that if you think the notes  
are good enough to print for private distribu-  
tion, I give you my consent with great pleasure.

Sincerely yours,

Hurst


June 24th. 1935.

Condensate Company of America,

Bloomfield, N. J.

Gentlemen:

Replying to your favor of the 15th instant, I beg to say that I am thinking of enlarging my plant and will know within the next two or three weeks more definitely about this. You might remind me again about that time and perhaps I may be able to arrange to let you have a little to help you out.

Yours very truly,  


June 25th. 1915.

Mr. Phil. L. Johnson,  
617 Vanderbilt Avenue,  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of the 15th instant, the reading of which has given me a great deal of pleasure, and I am sure that one of the lovers of good music (with which I am in entire sympathy) has appreciated the music which I have been endeavoring to furnish. Thank you for your kind words in regard to the machine and records.

Now in reply to your criticisms, let me say that I have a lot of grand opera music already recorded, and it will come out regularly. We are dependent upon the dealers, and you probably know, and they call classical music "high-brow stuff", and say, "Don't give us too much of it as the public won't have it. The public want cabaret stuff."

We do not put out operatic selections except we can get good singers. Our competing companies use all of them that have a newspaper reputation, irrespective of the fact as to whether these artists have any voices or not. Most of them have not. Their reputation is acquired by acting and personality. For many years past the orchestra leaders have played loud to drown the defects of this class of singers.

We care nothing about the reputation of a singer. All we want is good voices that do not require loud accompaniment to cover up their vocal defects. Let me suggest to you to listen to the finest coloratura in the world, - Mme. Verlet, from the Grand Opera in Paris, "Caro Nome." It will be out for sale soon.

Yours very truly,

John C. Johnson

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Page 2

J. F. Morgan & Company,  
Export Department,  
25 Wall Street,  
New York City. Attention of Mr. E. J. Fox  
Gentlemen:

I am in receipt of your favor of the 23rd instant, and in reply beg to say that we do not separate the Xylol, but sell the whole of the fraction as Solvent Naphtha. There is about 14% of the Xylole in the Solvent Naphtha which we could distill off if the selling price were large enough to pay a fair profit, and if it would not spoil the solvent power of the Naphtha.

Yours very truly,

*J. F. Morgan*

*Shall I separate?*

*Suppose the Xylole should be  
rather pure of Trimethylol or  
GZ made from it*

*E*

*Final*  
*255*

Hon. John Purroy Mitchell,  
Mayor of the City of New York.

June 24th. 1915.

Dear Sir:

I understand that Mr. Frederick J. Stone is a candidate for appointment as a Justice of the Court of Special Sessions in your City.

I have known Mr. Stone for many years and he has appeared for me, as Attorney and Solicitor, in some very important cases in the United States Courts and he carried two appeals for me to the Supreme Court of the United States in which Ex-Judge Alton B. Parker was associated with him.

If you should appoint him, I believe he would satisfy the community and be a credit to your administration.

Mr. Stone is a good lawyer and he comes of a family of eminent lawyers. The late David Dudley Field and the late Hon. Stephen D. Field were his uncles and the late Hon. David J. Brewer was his cousin.

It gives me pleasure to commend my friend,

Mr. Stone to you, I am, dear sir,

Very truly yours,

*First*

June 24th. 1915.

Mr. John A. Muedy,  
9808 Harvard Avenue,  
Cleveland, Ohio.

Dear Sir:

Replying to your recent favor let me say I stated that I would do all I could to make war more terrible in case the United States was invaded by a foreign enemy, so would you or any American.

There is an enormous difference between being invaded and invading other countries.

Germany has been invading other people's country.

I hope the results of the war will be a German Republic.

I enclose a newspaper clip of a puzzled "Hmongrel" taken from a recent paper.

This letter is not for publication.

Yours very truly,

Enclosure.

First

June 25th. 1915.

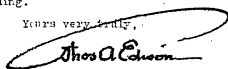
Mr. Ledger Smith,

Delhi, N. Y.

Dear Sir:

Replying to your favor of the 21st instant, I beg to say that the first experimental phonograph worked at once, much to my astonishment. Many years were required, however, to produce the present type of phonograph. I worked more than a year and a half to record and reproduce the word "sugar" perfectly, and two months more to get the word "scissors". After that the phonograph would record and reproduce anything.

Yours very truly,

Thomas A. Edison

*First*

June 24th. 1915.

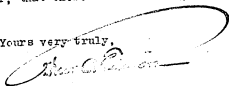
Mr. A. von Bernuth,  
H. Stetson & Company,  
1111 Chestnut Street,  
Philadelphia, Pa.

Dear Sir:

Your favor of the 17th instant to Thomas A. Edison, Inc., was handed to me. I am always glad of suggestions and intelligent criticisms.

In the present case let me explain that when a singer like Anna Case makes a record it is dangerous to complicate the waves on the record by adding too many instrumental sound waves, and we suppress to some extent the instrumental parts so as to run no chance of losing the record of the singer. However, we are experimenting and hope to produce records with loud accompaniment, so that we can cover up and conceal the defects in the voices of many grand opera artists who appear to have reputation, which I think must be due to acting or personality, for in many cases the reputation is not due to the merits of the voice itself. Let me say, however, that these remarks do not apply to Anna Case's voice.

Yours very truly,



June 28th, 1915.

Mr. John Bacon, Jr.,  
% Coke Oven Department,  
Cambria Steel Co.,  
Johnstown, Pa.

Dear Sir:-

I do not know whether or not I have notified you, but if I have already told you it will do no harm to say it the second time. I have ordered another carload of drums from Pittsburgh and they ought to be shipped to you in a few days from now. This will relieve your necessity.

There is something that I have been intending to write about for several days past. Neither Mr. Edison nor I can understand your daily reports. We try to trace a continuance of one day's business into the next, but unfortunately cannot do so. Sometimes there are figures that appear on the reports which we do not quite comprehend. For instance, your report of the 22nd, which I enclose herewith, we find two items of Pure Solvent Naphtha under the head of "refined". If these figures mean that you have 3044 gallons of refined Solvent Naphtha, why could it not have gone in one figure down at the bottom. Perhaps it is one of the peculiarities of the business that it is difficult to make a report, but suppose you and I go at it with patience and I think we can work something out.

1911  
293  
Mr. John Bacon,  
Page -2-  
June 28th, 1915.

Suppose you try a report for two or three days similar to the one that I have outlined in lead pencil on the back of the enclosed report of June 22nd. Please do that, and let us see how it works out. I wish you would commence right away, as I want to get this in order as quickly as possible.

Yours very truly,

Assistant to Mr. Edison.

Encl.

Mr. Lyden,  
1510 Union Bank Bldg.,  
Pittsburgh, Pa.

June 20, 1916.

Dear Sir:

I notified Col. Phipps by telegram that we had three thousand (3,000) gallons of Toluol ready for inspection at Johnstown, Pa. I am just in receipt of a telegram from Col. Phipps requesting me to advise you and to ask you to inspect same.

I enclose copy of the telegram. You will see that he requests me to furnish you with my certified analysis. I cannot do this, as I have no chemist at my plant at Johnstown, Beside, such a certified analysis was not called for by the contract.

I am sending Col. Phipps by mail tonight the regular printed request for inspection, and shall have to leave it to him and to you to do whatever is needed. The Toluol is ready to ship, and I trust there will be as little complication as possible in regard to details.

Yours very truly,

S. C. to Col. Phipps.

*First*

June 29th. 1915.

Miss Catherine Bryce,  
539 High Street,  
Newark, N. J.

Dear Miss Bryce::

I am in receipt of your favor of the 26th instant, the contents of which have been read with much interest. If you will kindly come here to the Laboratory on Thursday afternoon at four o'clock or as soon thereafter as you can, we will be glad to have you make one or more experimental records. I presume you will bring your accompanist with you.

If you take the West Orange car from Newark, it will bring you right to the door. The Laboratory is a brick building surrounded by a fence. Please ask for me at the little gate house, and I will attend to the rest.

Yours very truly,

*W. H. Edwards*  
Assistant to Mr. Edison.

June 29th. 1915.

Mr. G. B. Sayre,  
184 Tonnele Avenue,  
Jersey City, N. J.

Dear Sir:

Mr. Edison wishes me to acknowledge receipt of your favor of the 13th instant, and to say to you in reply that we had a great many requests for a record of the song "I Hear You Calling Me", and he had it sung a number of times by different singers, but was unable for some time to get a record that was satisfactory to him.

You will be glad to learn, however, that we now have such a record coming through the factory, and it will be out on the market about the 15th of July.

Yours very truly,

*Wm. H. Harrison*  
Assistant to Mr. Edison.

June 29th. 1915.

Mr. William C. Breed,  
Chairman, Mayor's Committee,  
32 Liberty Street,  
New York City.

Dear Sir:

I beg to acknowledge the receipt  
of a copy of the beautifully illustrated book-  
commemorating the visit of the Commercial Visi-  
tors of the Chinese Republic to the City of New  
York and vicinity, June 1st - 8th, 1915.

Please accept my thanks for this inter-  
esting memento, which I am pleased to add to my  
Library.

Yours very truly,

20.

June 28th, 1915.

Mr. Robert W. Dowling,  
332 West 83rd Street,  
New York City.

Dear Sir:-

Referring to your favor  
recently received, let me say that I think thick  
Vasoline is best for your purpose. Try it on your  
hand and wave your hand backward and forward in a tub  
of water and see if it does not cling well.

Yours very truly,

*First*

June 26th, 1915.

Mr. Robert W. Dowling,  
532 West 83rd Street,  
New York City.

Dear Sir:-

Referring to your favor  
recently received, let me say that I think thick  
Vaseline is best for your purpose. Try it on your  
hand and move your hand backward and forward in a tub  
of water and see if it does not cling well.

Yours very truly,

June 26th, 1915.

Mr. F. R. Humphries,  
4243 Regent Square,  
West Philadelphia, Pa.

Dear Sir:-

Now and then we get a letter from a music lover, like yourself, and it grieves us exceedingly to find ourselves in the position we are. If we put out much high class music, we are immediately bombarded with letters from every dealer, from the Atlantic to the Pacific, to "stop it" "Can't sell it" "Cut out the high brow stuff", etc. As a matter of fact, the sales are small compared with those of the so-called popular records. We have investigated this matter thoroughly to see if we could ascertain the reason and we find that the principal reason is that the younger members of the average phonograph owner's family wants only records of what are termed the popular selections.

We have on hand a large quantity of the very highest class of music recorded by some very remarkable singers, and shall put these out as fast as the dealers will allow us to do so.

Yours very truly,

316

45

635

July 1st. 1915.

Schaum & Uhlinger,  
Clenwood Ave. & 2nd St.,  
Philadelphia, Pa.

Gentlemen:

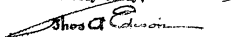
I am much pleased to learn that you have complied exactly with your promise in shipping the four centrifugals at the times promised. Perhaps this will lead to other business, as I think I have found out ways of using centrifugals for other purposes.

I understand that you expect to ship my other two centrifugals on July 10th, and trust that nothing will happen to prevent you from doing so.

In these two last named machines, could you, without delaying the delivery of them, line the inside of the outer cast iron shell which surrounds the basket with lead and the exit as well? I would like to have you advise me at once whether this can be done without delaying the shipment of these two machines.

Another thing, can you furnish us with a man who could spend four or five days with us when we start operating the four centrifugals which we now have? I mean a man who is actually familiar with the use of these centrifugals for different materials. If you can, I would telegraph for him within the next two or three days.

Yours very truly,

 Thos A. Edison

June 30th. 1915.

Mr. C. M. Bunnell.  
Edison Lamp Works.  
General Electric Co.,  
Harrison, N. J.

Dear Sir:

I received your favor of the 23rd instant in regard to miniature lamps to be submitted to the Bureau of Mines for approval for use on Edison Mining Lamp Outfit. In reply, let me say that I will turn your letter over to the Edison Storage Battery Company, with instructions to cooperate with you upon this question.

Yours very truly,

June 30th. 1916.

Mr. H. F. Fraese, Purchasing Agent,  
Edison Electric Illuminating Co. of  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of  
the 24th instant, with enclosures, which has  
received my attention.

I certainly remember the Fraeses,  
as I traded with them for many years.

Let me say that your scheme is a  
good one. The people in this country, generally  
speaking, are entirely too wasteful.

Yours very truly,

441

July 1st. 1915.

Blake & Burkart,  
Walnut at Eleventh St.,  
Philadelphia, Pa.

Gentlemen:

I have received your favor of the 29th ultimo, and in regard to the rattling of some records, let me say that it is not in the records, but that some reproducers will rattle on very loud records, although most of them will not do so. You will please bear in mind our standing offer that if a reproducer is defective it can be exchanged.

As to the Ritter matter, I will have it investigated. On the face of it, it looks abnormal.

I am rather puzzled by your statement that sometime ago our records seemed to be coming through clear and smooth and that recent issues have gone backward in this respect. I have a host of letters from Dealers making directly contrary statements.

Referring to Mr. Taft's statement that the needle jumps as much as 1/4", etc., let me say that it strikes me as rather peculiar that I should receive such a letter without comment from a concern which is supposed to have competent repair men. The letter from Dutton clearly indicates that your repair man is not high class, to say the least.

The suggestion of Rogers that we ought to have a muffler where the disc machine is used in a small room, and your marking this in red ink as one of the complaints, strikes me as somewhat remarkable in view of the fact that our machines have mufflers.

However, I shall send a man over to investigate this whole matter direct with the owners of the machines. In the meantime, I suggest that you send your repair man over to Orange and have him educated.

Yours very truly,

July 1st. 1916.

Mr. Dibrell P. Hynes,  
1422 Dempster Street,  
Evanston, Ill.

Dear Sir:

I am in receipt of your favor of the 19th ultimo, which I read with a great deal of interest.

In regard to the matter of classical music, let me say that I have investigated this matter and find that we are compelled by the dealers to issue mostly records of "popular" selections, because the younger members of the families of phonograph owners dislike operatic and other classical music and desire only popular music. Our policy is to put out as much good music as the dealer will stand for.

Your closing remark in regard to the "spiel" given on the back of some of the records rather surprises me. I have received hundreds of letters commending it, and yours is only the second one against it.

Yours very truly,

241

July 1st. 1915.

H. Koppers Company,  
First National Bank Bldg.,  
Pittsburgh, Pa.

Gentlemen:

About two months ago I was in communication with you in regard to a coal property owned by a friend of mine, who was thinking of the possibility of putting up by-product ovens and Benzol Absorbing Plant if the analysis and figures on cost of plant were attractive.

You said that you would be very glad to analyze this coal carefully and give me the results so that I can communicate them to my friend. In accordance with this arrangement I sent a barrel of coal to your Laboratory at Joliet about two months ago, but have not been favored with any report from you so far.

I am being pressed for some action on this, and trust you will kindly favor me with an early reply.

Yours very truly,

July 1st. 1915.

Keith Car Company,  
122 South Michigan Ave.,  
Chicago, Ill.

Gentlemen:

I am in receipt of your favor of the 29th ultimo, and beg to say in reply that it was much to my regret that I could not see my way clear to use the two tanks that had been used for hauling molasses. It would not do to take any risks in regard to pure Benzol, as I am under strict delivery contracts with my Carbolic Plant.

I was, therefore, obliged to look around further and have been able to obtain two clean cars elsewhere.

Thanking you for your kind attention in this and other matters, I remain,

Yours very truly.

July 1st. 1915.

Luther Kountze, Esq.,  
141 Broadway,  
New York City.

Dear Mr. Kountze:

I have received your favor of the 29th ultimo in regard to the coal from the West Virginia property in which you are interested.

I forwarded this to the Koppers Company, First National Bank Building, Pittsburgh, Pa., and have written to them twice, but they do not answer.

I have learned that their principal Engineer, has had a quarrel with them and has resigned. However, I will follow it up and see if I can get some information.

Yours very truly,

July 1st. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention - Mr. Shunzo Takaki.

Dear Sir:

Replying to your favor of the 30th ultimo, I beg that you will please excuse the delay in confirming what I said to you a few days ago when you called upon me accompanied by Mr. Komuro and your brother-in-law, Mr. T. K. Mitsui, namely, that I would agree to take all the remaining quantity of pure Benzol from the Woodward Plant at 60¢ per gallon F. O. B. Silver Lake, N. J. for one year.

Of course, it is understood that this will not affect the previous arrangement between us in regard to the Benzol necessary to manufacture the 323,000 pounds of Phenol for the Japanese Government, which, you will remember, was to cost me only 40¢ per gallon F. O. B. Silver Lake, N. J. You will remember that it was an essential item when I took the contract for Phenol at the price agreed upon.

I promised to get out the figures in regard to Aniline Plant and Carbolic Plant to forward to Mr. Komuro, and at the time expected to have been able to send them to you this week. I find, however, that owing to the fact that all my people have been so fearfully busy the last two months that they have been taking shortcuts in order to accomplish the business on hand and in order to get the figures out. Our accounts will have to be very carefully analyzed and will take longer than I thought. However, I will have the figures gotten up and send them to you as soon as possible.

In regard to Mr. T. K. Mitsui, I have written to Mr. Opdyke at Woodward, telling him to afford Mr. Mitsui all facilities for going into everything thoroughly, and put him on the payroll at \$20. per week, which we will take care of in accordance with my arrangement with you.

Yours very truly.

July 1st. 1915.

Mr. A. R. Pommer,  
Pacific Phonograph Co.,  
140 Geary Street,  
San Francisco, Cal.

Dear Mr. Pommer:

Mr. Maxwell sent over to me your letter to him of the 24th with the golf carton which I looked at with a good deal of amusement. Let me say that being very busy I have no time to develop the great invention of a Talking Golf Ball, so I have turned the suggestion over to the inventor of the Klaxon Horn and his assistant who invented the steam Siren.

Yours very truly,

26.,

July 1st. 1915.

Mr. A. J. Robinson,  
% Thiebes Piano Co.,  
2006 Olive Street,  
St. Louis, Mo.

Dear Sir:

Your favor of the 24th ultimo  
in regard to Miss Hanick has been handed  
to me.

We are always ready to try out  
singers, and if Miss Hanick should be in  
New York at some future time we shall be  
pleased to make a trial record of her voice.

She should communicate with Mr.

W. H. Miller, the Manager of our Recording  
Department, at 79 Fifth Avenue, New York  
City, if she expects to be in New York, and  
give him a day or two's notice.

Yours very truly,

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June 30th. 1915.

Mr. Henry S. Spackman, Pres.,  
Henry S. Spackman Engineering Co.,  
2024 Arch Street,  
Philadelphia, Pa.

Dear Sir:

Your favor of the 18th instant in regard to making some special records of prominent speakers on the suffragette question was received, and I have been looking into the matter very thoroughly and find that we shall not have the time to do any of this work just at present, as our Recording Department is too busy in preparing records for our winter campaign.

Regretting that I cannot do as you desire, I remain,

Yours very truly,

*Spencer*

July 1st. 1915.

Dr. August E. Zeitler,  
Island Heights, N. J.

Dear Sir:

I have received your favor of the 27th ultimo which has been read with a good deal of interest. As you are probably aware I am very deaf myself, and I had intended carrying on some further experiments than those I previously tried sometime, when I get leisure.

I am very busy indeed just now, but if you would care to give me an idea of the position of the application with relation to the spinal cord, I will take time to make a rough experiment to see if there is any hope to work it up commercially.

Yours very truly,

25

417

July 2nd. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Your favor of the 25th ultimo was received, and as Mr. Meadowcroft has subsequently informed you we are giving you the major portion of my production of Aniline Oil, and of this quantity, the Firestone Tire & Rubber Company is getting the lion's share.

I return their telegram as requested.

Yours very truly,

Enclosure.

243  
350

July 3rd. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

Please do not think we have overlooked your order of one drum of pure Benzol from Woodward for Sankyo & Company, Yokohama. We are expecting a consignment to arrive from Woodward any day, and Mr. Edison wants to have it tested by our experts before shipping a drum on your order, so as to make sure of its purity. We will make shipment as quickly as possible.

As this Benzol will be part of that sold by you to Mr. Edison at 60 cents, we will bill to you at that price.

Yours very truly.

July 3rd. 1915.

Mr. A. H. Woodward,  
% Woodward Iron Company,  
Woodward, Ala.

Dear Mr. Woodward:

I received your favor of the 26th ultimo, and in reply would say that I have asked our Traffic Department to let the Seaboard Air Line Railway have some of our business. The first tank car of Benzol will be forwarded that way. Inasmuch as the other lines also agreed in fixing the recent rate ruling on Benzol we must favor them with a share of the business as well.

I trust this will be entirely satisfactory to you.

Yours very truly,

Thomas A. Edison

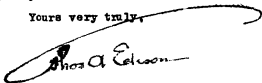
July 3rd. 1915.

Prof. J. L. Arnold,  
New York University,  
Department of Electrical Engineering,  
University Heights, N. Y.

Dear Sir:

I am in receipt of your favor of  
the 30th ultimo, and in reply beg to say  
that you may call at the Laboratory on Satur-  
day morning July 10th about 9:30 or 10 o'clock.

Yours very truly,

Charles A. Nelson—

July 3rd. 1915.

Messrs. Simer & Amend,  
3rd Ave. & 18th St.,  
New York City.

Attention of Mr. Baum.

Dear Sir:

Referring to your telephone enquiry about Carbolic Acid, let me say that I am contracted up to my capacity for the remainder of the year, and cannot spare any.

I would say for your information that the Hayden Chemical Works start making Salicylic Acid from Phenol furnished by me about the middle of July. You can probably get a supply from them, as they will make it in large quantities.

Yours very truly,

*John A. Edison*

July 3rd. 1915.

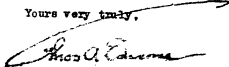
Miss Rosa Werany,  
Edgewater, N. J.

Dear Madam:

In reply to your favor let me say that I am just now erecting a large special building expressly for the purpose of recording Symphonies, Sonatas and other music of the great Masters. Under ordinary conditions I have been unable to get them recorded to my satisfaction.

I think that in time you will be delighted with the results.

Yours very truly,



180  
292

July 6th. 1915.

Mr. John Bacon, Jr.,  
Coke Oven Department,  
Cambria Steel Company,  
Johnstown, Pa.

Dear Sir:

I am writing you again in regard to your daily reports, and I want you to take this letter in the proper spirit. We know the difficulty of rendering intelligible reports of a Benzol plant and realize you are doing the best you can, but neither Mr. Edison nor I can obtain from the reports just what we want to know in order to figure on the actual results of the operation of the plant.

Of course, we realize that the difficulty of making reports is increased because of the daily shifting of one class of product into another class. So let us take this up patiently and see if we cannot work it out little by little, and perhaps work out some form of report that will be much more satisfactory and give all of us the kind of information that will be practical. I am sure you are just as anxious to have it as we are to get it.

If we were dealing with the manufacture of so much ordinary merchandise, we would start with so much raw material, and at the end of the day we would have a certain quantity of finished material, a certain quantity of raw material, a certain quantity of waste material and a certain quantity of material in progress. If these were added together, the total should equal what we started the day with.

Now, it seems to me that the operation of a Benzol plant should come under a system of reporting of a somewhat similar nature. I have tried time after time to get a balance by adding all your figures together on the reports of succeeding days, but never could do it. For instance, on your report of July 1st you show a total gallonage of 19,343 gallons, taking into account the 2,000 gallons Benzol in No. 1 Badger, yet your report of July 2nd shows a total of 21,116 gallons, a difference of 1773 additional, and I am sure you did not make this quantity of light oil that day.

I return herewith your report of July 2nd for illustration. You omitted to say how much light oil you made, so, for the purpose of the argument, I have assumed 1,000 gallons of 39%. Please look at the figures I have marked in pencil at the foot of the report. These show that on that day you had on hand and "made" a grand total of 21,116 gallons.

If this system of reporting is correct, your report of the next day would show a grand total which would be equal to the total of the day before as increased by the number of gallons of Light Oil obtained on the day the report is made. Your figures of material in Stills, on hand Crude,

on hand washed, and on hand Pure might have changed, but the grand total each day should balance with the grand total of the day before after adding the day's production of Light Oil. Of course, your shipments from time to time should be deducted, thus making the grand total a net total.

I know that you will have thought of before you arrive at this part of my letter. You will say to yourself: "Mr. Meadowcroft has not thought of the losses". I have thought of this, however, and left it until I explained my idea of the principle of reporting. The losses whatever they may be, are the things that Mr. Edison is very desirous of ascertaining, and at this moment we do not see any more convenient way of getting at the facts.

If you will please make these reports a very serious business and take pains to have them really accurate you will very quickly find out where your losses are, and by constant observation we shall soon be able to get a line on them and perhaps make some improvements.

I assume that, of course, you keep copies of your daily reports. If you will get out the copies of your reports of June 30, and July 1, you will see why Mr. Edison and I find it impossible to reconcile the daily reports with each other. If you will figure out the total gallonage of each day you will see that these reports do not correspond with each other. There is a big discrepancy. Besides, there is a sudden appearance of 2,675 gallons of Pure Toluol on July 1, which you could scarcely have made in one day. I have not overlooked the 3,600 gallons Commercial Toluol reported June 30.

So, you see, we really ought to try and get things straightened out. Perhaps you may have to take account of stock to begin the new reports with.

An illustration will make it more clear what I have in mind. I have just received your reports of July 3 and 4. The total gallonage July 3 was 21,531 gallons, an increase over July 2 of only 415 gallons, although you made 1189 gallons of Light Oil. The report of July 4 shows a total gallonage of 21,681 gallons before deducting your shipment of 2,867 gallons. This shows an increase of only 90 gallons over July 3, although you made 1,340 gallons of Light Oil.

Will you please take up this matter immediately and let me hear from you. I expect to leave on Saturday night for a vacation and want to see that you understand before I leave.

Yours very truly,

Assistant to Mr. Edison.

297

July 6th. 1915.

Mr. Claude Opdyke,  
\* Edison Benzol Plant,  
Woodward Iron Company,  
Woodward, Ala.

Dear Mr. Opdyke:

Here is a matter upon which we must ask you to exercise the utmost care and exactness. I would suggest that you get one of those indexed letter files, and keep therein all the correspondence and papers relating to this matter, exclusively.

As you are aware, the firm of Mitsui & Company is interested with Mr. Edison in the Woodward Plant and its products. Now, Mitsui & Company have made a contract with the Hercules Powder Company for 150 gallons of pure Toluol a day. So that you may be fully informed, I will enclose herewith a copy of the contract.

You will see from copies of two letters, also enclosed herewith, that shipments are to be made in tank cars furnished by the Hercules Company. You will see also that these letters give minute instructions about the shipments, routing invoicing, notification &c.

Will you please make yourself acquainted with all the details covered by these letters, and govern yourself accordingly. The invoicing will be done by Mitsui & Company, and I presume they will probably send the invoices down to you at the proper time so that you can mail them with Bill of Lading. But as to that we can determine later on.

I am also sending you herewith the bunch of postal cards for notifications, as per copy of Mitsui & Company's letter herewith.

You received some little time ago a car load of galvanized steel drums ordered by Mitsui & Company. These are for use in shipping any excess Toluol they may have for sale over that sold to Hercules Powder Company. You will please, therefore, keep these for that purpose.

Please let me know if this is all thoroughly understood

by you.

Yours very truly,

Assistant to Mr. Edison.

P. S. Please make absolutely sure about tank cars being clean.

Enclosures/

July 6th. 1915.

Mr. W. H. Mason,  
% Edison Benzol Plant,  
Woodward Iron Company,  
Woodward, Ala.

Dear Mr. Mason:

Your checking up report of the output of the plant for the month of June came to hand. I gave it immediately to Mr. Edison, who went through it very carefully. He is rather surprised at the results, although, as you say, you have not been able to make any straight 24 hours run. He hopes that it will show up better in the pure Benzol for the present month, as we have been figuring on receiving at least a thousand gallons a day.

He made a memorandum, which I will repeat. It reads as follows:

"Mason. You speak of loss in heads. Our experience here is that Benzol heads have 75 to 80% Benzol in it. I can't understand why so much straw oil carries over into the crude. Edison"

I am sending carbon copy of this letter to you at Johnstown and at your home, as your report does not say whether you are going to be down there for any length of time.

Yours very truly,

302

406

July 28th. 1915.

Mr. Claude Opdyke,  
Edison Benzol Plant,  
Woodward Iron Company,  
Woodward, Ala.

Dear Sir:

I want you to save, if possible, the  
tar that comes from washing the Solvent Naphtha.  
There is in it a valuable material, called "Cu-  
nerone". You can put this tar in barrels.

Please send me by express a ten pound  
sample of this tar, and address it to W. H.  
Meadowcroft, Edison Laboratory, Orange, N. J.

It is only the tar from Solvent Naphtha  
that is any good, and what I want.

Yours very truly,

c.c. to W. H. Mason and John Bacon, Jr.

*First*

July 7th. 1915.

Mr. Randall Hargreaves,  
31 Lincoln Street,  
East Orange, N. J.

My dear Mr. Hargreaves:

I am in receipt of your favor of the first instant, and beg to say in reply that the later test records did not show sufficient improvement to warrant the making of any regular arrangements with you. Mr. Edison has been so busy, however, the last two or three months that he has not given much time to the musical end.

If you would like to come over again some day we will take another trial and see where that leads us. When you come, kindly ask for Mr. Hayes and he will give you the necessary attention. I think, perhaps, it might be well to telephone him in advance of your coming.

Yours very truly,

Assistant to Mr. Edison.

*Thurst*

July 7th. 1915.

The Parker-Washington Co.,  
6161 Maple Avenue,  
St. Louis, Mo.

Gentlemen:

Your favor of the 30th ultimo has been received, and we beg to say in reply that we do not make any electrical laboratory apparatus such as you mention. Perhaps you had better communicate with the General Electric Company, Schenectady, N. Y.

Yours very truly,

Edison Laboratory.

First

383

July 8th. 1915.

Mr. J. H. Plummer, President,  
Dominion Iron & Steel Co.,  
Toronto, Canada.

Dear Mr. Plummer:

Let me say for your information  
that I found that by washing my Solvent  
Naphtha with 5% Acid and distilling it so  
that it becomes water white, I have obtained  
a market for it.

You ought to have considerable  
Solvent Naphtha on hand, and if you have dis-  
tilling capacity you could turn it into cash.  
It brings 25¢ per gallon F. O. B. New York.

Yours very truly,

*First*

July 10th. 1915.


Miss Emmie J. Gerber,  
169 Beach Street,  
Tompkinsville, S. I.,  
New York.

Dear Miss Gerber:

I am in receipt of your favor and beg to say in reply that Mr. Edison is so exceedingly busy now-a-days that he does not have time to hear the voice trials of singers.

We arrange these matters by having the voice trials made at our Recording Rooms in New York. If, therefore, you will take this letter to Mr. Walter H. Miller, Manager of our Recording Department at 79 Fifth Avenue, New York, he will make a trial record of your voice, which will be passed upon in due order.

Yours very truly,

  
Assistant to Mr. Edison.

279

405

July 9th. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

I enclose herewith an affidavit which I have made, showing the reasons why I have been prevented from making the earliest shipments on my contract with you for 323,000 pounds of Phenol. I trust it will be satisfactory to you and your friends.

I expect to make you a shipment of six drums of Phenol on July 15th, and shall expect to be able to follow this with other and larger shipments regularly and soon afterward, as I am getting my manufacturing facilities in good order. I feel no doubt of my ability to complete the whole order within the contract time unless prevented by matters absolutely beyond my control.

Yours very truly,

*Thomas A. Edison*

Enclosure.

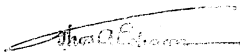
July 9th, 1915.

Sonino Bar. dott. Sidney,  
Ministro degli Affari Esteri,  
Rome, Italy.

Dear Sir:-

It gives me great pleasure to  
testify that Prof. Luigi Romano spent several  
months at my Laboratory in composing music for use  
with my Phonograph. I regard him as a good  
musician, and found his compositions to be quite  
original and very meritorious. He always conducted  
himself in a most gentlemanly manner and was always  
very industrious and uniformly courteous. I should  
be glad to learn that he has been honored by his own  
Country.

Yours very truly,



July 8th, 1915.

Mr. D. E. Wilson, Treasurer,  
Woodward Iron Company,  
Woodward, Ala.

Dear Sir:-

I am in receipt of your favor of the 2nd instant, in which you ask that I will send you a statement each month showing the quantity of Benzol refined during that month.

Under our contract, the Woodward Iron Company is entitled to a certain sum for every gallon of Benzol, Toluol or Solvent Naphtha that we ship away from the Plant. On account of the various grades of these materials handled in the process of refining, it would be a matter of great difficulty to render such a statement as you have in mind.

The simplest thing to do is to follow the course that we pursue at the Plant of the Cambria Steel Company, at Johnstown, Pa. When we ship away any Benzol, Toluol or Solvent Naphtha from that Plant, the Cambria Company renders us a bill for so many gallons, as shipped, at the price agreed upon in the contract. The Cambria people have access to our Plant, so that they can check up the quantities shipped, and in this way it becomes quite a simple matter to bill out the products shipped away from the Plant.

Trusting this will be satisfactory to you, I remain  
Yours very truly,

*August*

Mr. Robert Losier, Vice Pres.,  
Central Serrice Corporation,  
141 Broadway,  
New York City.

July 10th. 1915.

Dear Mr. Losier:

Your favor of the 9th instant in regard to Mr. Leon Barron has been received and shown to Mr. Edison.

He has made mis-statements to you. He did not lay out the first Phenol Plant. It was laid out by Mr. Edison, himself, at the Laboratory. Mr. Barron was simply a draughtsman and did some work in connection with the Plant and its installation. He never had charge of the production of the Phenol. His position both here and at the Plant was simply that of a draughtsman. We are quite sure that he does not know the process.

If he has our plans for the Phenol <sup>Plant</sup>, they have been obtained surreptitiously, as he is notlegitimately entitled to them. Altogether, we regard him as an undesirable person.

Yours very truly,

Assistant to Mr. Edison.

*Long*

*Handwritten:*  
L. H. Mason

July 10th. 1915.

Woodward Iron Company,  
Woodward, Ala.

Gentlemen:

Please do not think that I have forgotten your request for six complete sets of blue prints for a Benzol Plant such as we have established at Woodward.

The drawings that we originally made for the Plant which we now have down there will need to have some changes to include improvements we have made since we first begun, so that the blue prints you will receive will represent our up-to-date experience.

Mr. Mason has been down to your Plant for some little time, and I have been waiting for his return, so that he can take a draughtsman and make the changes in the drawings, and then we can send you half a dozen blue prints as requested. The cost of a draughtsman for a week or two will not entail a serious expense, but, of course, you want the most up-to-date plant.

I expect Mr. Mason here by Monday, and then he can take up the matter and put it through.

Yours very truly,

274

451

July 12th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 8th instant in regard to Solvent Naphtha, and beg to say that the sample which I gave you sometime ago was from my Johnstown Plant, but since the sample was given you I have sold all the product of Solvent Naphtha from that Plant.

I have another one, however, at Woodward, Ala., from which I have not yet received any of the Solvent Naphtha they are producing. I have sent down for some, and when it comes will send you a sample gallon. It will probably be two weeks at least before you will get it.

Yours very truly,

Gurst

July 12th. 1915.

Mr. E. T. Gundlach,  
Peoples Gas Bldg.,  
Chicago, Ill.

Dear Mr. Gundlach:

I am in receipt of your favor of the 6th instant, and would say in reply that we shall be glad to make a trial record of Antonio Sala. If he should be in the vicinity of New York at anytime, tell him to call and see Mr. Walter H. Miller, the Manager of our Recording Studio, at 79 Fifth Avenue, New York, and he will make a trial record and send it over to me for my hearing.

Yours very truly,

*First*

July 12th. 1915.

Mr. C. B. McKay, Asst. Pur. Agt.,  
The Fisk Rubber Company,  
25 Beaver Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 8th instant in regard to Aniline Oil drums. As to these drums, I am in rather a peculiar position. If you bought the Aniline Oil through a broker in New York, the principal in the matter was not acting in accordance with the spirit of my arrangement. I only went into the manufacture of Aniline Oil to help out the Textile and Rubber people, and have not been speculating with it. If any of my customers have been parting with it to make a little money, it is much against my wishes and intentions. I would prefer, therefore, that you return the drums to them and make them give you credit for them. If they subsequently return them to me, of course I will credit them.

I trust you will excuse me for giving you this little extra trouble, but I think you will understand my feeling under the circumstances above mentioned.

Yours very truly,

98

July 13th. 1915.

E. B. Badger & Sons Company,  
75 Pitts Street,  
Boston, Mass.

Gentlemen:

Your favor of the 10th instant has been received, and in reply I would say that Mr. Dunt knows what the trouble is with the Stills, and furthermore he knows that they are unsatisfactory.

When I personally found out that your original coils were absurdly inadequate, I immediately got busy and got an abundant condensing capacity in a few hours. Therefore, we shall not need your coil.

Yours very truly,

*Hand*

July 13th. 1915

Mr. Arthur C. Gabler,  
1124 Olive Street,  
St. Louis, Mo.

Dear Sir:

Your favor of the 8th instant has been received, and in reply I beg to say that nobody can produce good piano records on a phonograph.

The trouble is not in the phonograph, but in the piano itself, and I am constantly experimenting to eradicate the defects in it.

Mr. Kunkel will probably not understand this, but it is true nevertheless.

Yours very truly,

306

July 13th. 1915.

General Electric Company,  
Purchasing Department,  
Schenectady, N. Y.

Gentlemen:

I am in receipt of your favor of the 10th instant, and in reply beg to say that we do not manufacture the so-called Carbolic Acid you mention, which is not Carbolic Acid at all, but a mixture of Cresols.

The Barrett Manufacturing Company make it in this country, and a large amount of it is imported regularly from Hull, England, at the present time.

Yours very truly,

417

495

July 10th, 1916.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 9th instant, enclosing a letter from the Millville Manufacturing Company, in which they complain that the Aniline Oil which we shipped them contained 5% Nitrobenzol.

Will you kindly ascertain how they test it for Nitrobenzol and advise me. We use Merck's test and have tested every drum shipped, in the past three weeks. We feel sure the Aniline Oil contains no Nitrobenzol.

As per your request, I am enclosing their letter herewith.

Yours very truly,

*Wm. O. Edwards*



July 14th. 1915.

Mr. Peter Newton,  
Aeolian Hall,  
New York City.

Dear Sir:

Your favor of the sixth instant has been received, and in reply we beg to say that we are not yet satisfied with the results we have obtained in our recording of the piano, and will not record piano selections until we have advanced more than at present.

When we are ready, we will be glad to make a trial record of the young people.

Yours very truly,

Edison Laboratory.

69

July 15th. 1915.

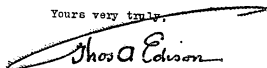
Monsanto Chemical Works,

Saint Louis, Mo.

Gentlemen:

I am in receipt of your favor of the 12th instant, and am sorry to say I sold all my Tolucel early in the game, and, therefore, cannot make a trade.

Yours very truly,

A handwritten signature in cursive script, reading "Thomas A. Edison". The signature is written in dark ink and is positioned below the closing "Yours very truly,". It is underlined with a single horizontal stroke.

Hoffman of the American Oil & Supply Co

Newark N.J. may have some -

2

406

580

July 17th. 1915.

Mr. Claude H. Opdyke,  
% Woodward Iron Company,  
Woodward, Ala.

Dear Sir:

For some time past the reports from my Benzol Plant at Johnstown, Pa. have been a puzzle to me, and I have worked on several schemes with Mr. Bacon, which did not work out satisfactorily. The last idea, however, seems to bring out the facts, and the reports follow in sequence from one day to the next, and each report balances, and shows the losses and what is actually on hand.

I am enclosing one of Bacon's reports, which please study out carefully and take as a model for your guidance in your reports hereafter.

Please return Bacon's report to me.

Yours very truly,

Edison

July 19th. 1915.

Mr. Alex R. MacDonald,  
Saline, Bienville Parish,  
Louisiana.

Dear Sir:

I am in receipt of your favor  
of the 12th instant, and beg to say that  
the song publishers object to our sending  
out printed forms of the songs with our  
records.

We try to have singers whose  
every word is understood.

Yours very truly,

231

599

July 19th. 1915.

T. Commerford Martin, Esq.,  
National Electric Light Association,  
29 West 39th Street,  
New York City.

Dear Mr. Martin:

I am in receipt of your favor of the 15th instant, and would say in reply I recommended that the Secretary ask the eight large Societies to each furnish two men, to be obtained by a mail vote of all its members. Then we will get the pick of the country.

Yours very truly,

July 19th. 1915.

Dr. D. D. Murray.  
Duluth, Minn.

Dear Sir:

I am in receipt of your favor of the  
14th instant, and would say that your suggestion  
is fine, and I have sent it to Brisbane of the  
New York Evening Journal to push it.

Yours very truly,

*Frederick*

July 20th. 1915.

Arnold Print Works,  
North Adams, Mass.

Gentlemen:

I am in receipt of your favor of the 17th instant, and would say in reply that what you hear is newspaper talk. I have a plant for manufacturing approximately 3500 pounds of Aniline Oil daily. I also manufacture Paranitraniline, Acetanilid and Paraphenylene-diamine. I have two plants which manufacture Carboic Acid and three Benzol plants.

I will not make dyes, as I only went into the chemical game to help out some of my friends, and when the war is all over the Germans will do me up.

Yours very truly,

July 20th. 1915.

Mr. Julian S. Bryan,  
Montclair, N. J.

Dear Sir:

I am in receipt of your favor of the  
16th instant, and would say I think something  
in this line should be worked up, especially  
in Chemistry.

Yours very truly,

*Hirst*

July 20th. 1915.

Mr. Edward Rumsley,  
The Evening Mail,  
203 Broadway,  
New York City.

My dear Mr. Rumsley:

I am in receipt of your favor of the 17th instant, and would say that your plan is the same that I propose. I gave an interview to Colliers' man sometime ago, and it should appear soon.

Your plan is O. K., except I would keep the shop closed and greased up, buying from private concerns in normal times.

Yours very truly,

July 21st. 1915.

Mr. W. H. Elgee.  
Coeur D'Alene, Idaho.

Dear Sir:

I am in receipt of your favor  
of the 15th instant, and would say in re-  
ply that you have entirely misunderstood.  
I have only offered my services to assist  
the American Government to prepare to re-  
sist invasion. Are you against it?

Yours very truly,

Thurst

July 21st. 1915.

Mr. A. B. Humphrey, Executive Director,  
The American Peace and Arbitration League,  
Thirty-one Nassau Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the  
19th instant advising me that I was elected a  
Vice President of the American Peace and Arbitra-  
tion League, and wish to thank you very much.

I appreciate the honor you have be-  
stowed upon me in making me a Vice President of  
your League, and beg to accept the same.

Yours very truly,

*First*

July 21st. 1915.

Mr. Joseph A. Zboyan,  
765 State Street,  
Perth Amboy, N. J.

Dear Sir:

I am in receipt of your favor of  
the 19th instant, and in reply would say that  
the ore ran from one-half to one per cent in  
pockets.

My advice is to keep out of it.  
Copper is only in pockets.

Yours very truly,

518

595

July 23rd. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 21st instant, and beg to say in reply that I have sold for regular delivery, 12,000 pounds weekly of Nitrobenzol at 30¢ for conversion by others. I have capacity for four or five thousand pounds more weekly.

If you find any concern who has a reducing pot, there is good money in it.

Yours very truly,

*Edmund*

594

July 23rd. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the  
21st instant, and would say in reply that I shall  
not sell any Aniline Oil below thirty-five cents  
next year, probably not less than forty cents as  
I can turn it into a number of other chemicals  
and get more for it.

At the present price of Acids, Benzol and  
other things as well as labor, thirty cents will  
be a losing game for the small plants/

Yours very truly,

527

July 23rd. 1915.

T. Commerford Martin, Esq.,  
29 West 39th Street,  
New York City.

Dear Mr. Martin:

I am in receipt of your favor  
of the 21st instant, and would say that  
I had to advise <sup>for</sup> the Aeronautical Society,  
I couldn't very well bring in a Club. I  
believe the two are going to form another  
Society of Aeronautical Engineers.

Yours very truly,

PS Just learned  
the Society had

*Encl.*

July 23rd. 1915.

Dr. H. Schweitzer,  
117 Hudson Street,  
New York City.

My dear Dr. Schweitzer:

I beg to acknowledge receipt of your favor of the 21st instant, enclosing copy of Dr. Raschig's patent for continuous distillation, and beg to say that at present I have no use for it, but I see that he has made a very fine improvement over Field's method. The substitution of an easily controlled but variable vacuum for a variable heating system. Difficult of control makes this idea of continuous distilling a practical method.

Yours very truly,

Final

July 23rd. 1915.

Mr. Farnham Yardley,  
Llewellyn Park,  
West Orange, N. J.

Friend Yardley:

I am in receipt of your favor of the 21st instant, and would say that I made a test of seven different kinds of pavement sections forming a circle, 80 feet in diameter. I used an arm like a "Merry-go-round", at the end of which was a five ton truck, and ran it for several weeks. The best and most lasting section was wooden blocks heavily creosoted, with a concrete foundation.

Yours very truly.

112

July 27, 1915.

Mrs. Marion E. Cesser,  
Postlagernd,  
Neuenberg,  
Baden,  
Germany.

Dear Mrs. Cesser:

Our bank advises us to-day that they have  
transferred \$200.00 to your account in the Dredner Bank,  
Freiburg.

With best wishes, I am,

Yours very truly,

H. S. M. R.

Secretary.

*Spist*

July 27th. 1915.

Mr. Day Baker,  
64 State Street,  
Boston, Mass.

Dear Mr. Baker:

I am in receipt of your favor  
of the 22nd instant, and wish to congratulate you. You can now go for those dead  
Central Stations and wake them up.

I will do everything I can to help  
you.

Yours very truly,

July 28th. 1915.

Prof. Dugald C. Jackson,  
Massachusetts Institute of Technology,  
Boston, Mass.

My dear Prof. Jackson:

I am in receipt of your kind letter of the 26th instant, and in reply would say that if the Congress comes forward and votes for an experimental laboratory, the Massachusetts Institute of Technology would be of immense value in working out certain necessary data, and the scholars could obtain a large amount of experience.

I will communicate with you later when affairs have shaped themselves.

Yours very truly,

647

July 28th. 1915.

Mr. W. A. Lobby,  
520 West 21st Avenue,  
Houston, Tex.

Dear Sir:

Your favor of the 19th instant has been received, and in reply I would ask you if our Country was invaded should we fight for our homes. If we are to fight, the more and better machinery we have, the less will be the number of us killed.

Yours very truly,

*First*

July 29th. 1915.

Mr. James W. See,  
Hamilton, Ohio.

Dear Sir:

I am in receipt of your favor of the  
24th instant, and thank you for the same.

We intend to record some organ music  
this winter and will look up the West Point idea  
and try it out.

Yours very truly,

July 29th. 1915.

Wm. Zinsner & Company,  
195 William Street,  
New York City.

Gentlemen:

I am in receipt of your favor of  
the 27th instant, and in reply would say that  
the caked TN is all right. We grind it anyway.

We should want the thirty thousand  
pounds delivered at the rate of about fifteen  
thousand pounds a month after September.

Yours very truly,

545

August 3rd. 1915.

Mr. John Bacon, Jr.,  
% Coke Oven Department,  
Cambria Steel Company,  
Johnstown, Pa.

Dear Sir:

Your favor of the 30th ultimo enclosing letter from Mr. Lydden has been received.

If their Inspector comes up again to inspect Toluol without our having sent them the regular request, you had better ask him if he has received the regular written request. If he says no, you had better tell him that you have to receive a notification from the office first. We will advise you whenever we send a request for inspection.

Please do not ship any Toluol unless we give you specific instructions to do so.

Yours very truly,

*W. H. Headrooft*  
Assistant to Mr. Edison.

632

Aug. 2nd. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

I am in receipt of your favor of the  
29th instant, and in reply would say that all  
the Phenol we ship you will be as good as sample  
tested by Takamine Laboratory, Inc.

Yours very truly,

*Thomas A. Edison*

386

AUG. 2nd. 1915.

Stein, Hirsh & Company,  
61 Broadway,  
New York City.

Gentlemen:

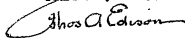
I am in receipt of your favor of the 30th ultimo, and in reply would say that the principle reason for delay is the failure of the Still manufactured by E. B. Badger & Sons Co. of Boston to be delivered in time, and to perform the duty that it should perform according to our contract with them.

We cannot make white acid free from iron which is called for by Heyden Chemical Company for making Salicylic Acid.

After waiting on E. B. Badger & Company to make good and being hopeless that they could do so, I have taken charge of the Still myself and am compelled to discard 1/3 of it substituting copper parts to keep the iron out of the Acid.

These changes should be ready latter end of next week.

Yours very truly,

A handwritten signature in dark ink, appearing to read "Thos A Edison", enclosed within a large, loopy oval flourish.

August 3rd. 1915.

Mrs. John Olney.  
31 Wendell Avenue.  
Pittsfield, Mass.

Dear Madam:

I am in receipt of your favor  
of the 23rd ultimo, and in reply would say  
that it was in July or August, 1878. I  
remember you and your mother, the Concord  
stage, the lady and the handsome preacher  
who were exciting our curiosity.

Yours very truly,

639

August 3rd. 1915.

Mr. Frederic A. Whiting,  
Ogunquit, Maine.

My dear Mr. Whiting:

I am in receipt of your favor of the 28th ultimo, and in reply would say that I have seen the Vocalion publication, which is pure advertising fakery.

You are mistaken somewhat about the variation in quality between the different instruments of the same size. Where you notice a difference it is because either the dealer has not set it up properly or it makes more than 80 revolutions per minute, or the motor is not properly oiled, or the horn is not set so the reproducer is parallel with the record, or the reproducer is not right.

We have infinite trouble to teach the dealers how to set up and adjust instruments.

I would like to have the address of your friend and neighbor who complains of the M250, and I will send a man on to investigate.

Yours very truly,

*Miss*

August 4th. 1915.

Mr. Richard M. Colgate,  
199 Fulton Street,  
New York City.

My dear Mr. Colgate:

I am in receipt of your favor  
of the 29th ultimo, and would say that I have  
no objections to signing a paper restricting  
after my death.

Nothing would please me better  
than to come up to Lake Sunapee, but I am tied  
down here, and, therefore, it is impossible.

Yours very truly,

**General Letterbook Series  
Letterbook, LB-106 (1915)**

This letterbook covers the period August-September 1915. Most of the correspondence is by Edison and William H. Meadowcroft. Many items pertain to Edison's benzol absorbing plants and other chemical manufacturing interests and to business conditions during World War I. A few documents concern his sale of toluol to the British government. Additional correspondence relates to the technical and commercial development of phonographs and recordings. There are also references to Edison's cement and storage battery businesses. The correspondents include motion picture executive J. Stuart Blackton, storage battery investor Arthur I. Clymer, and publisher and longtime Edison associate Richard R. Bowker.

The spine is stamped "Letters" and is marked "T.A.E. from Aug 4 1915 To Sept 25 1915." The number "44" also appears on the spine. The book contains 700 numbered pages and an index. Approximately 10 percent of the book has been selected.

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Zudler, L. J.

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*Handwritten:*  
T. J. ...

August 5th. 1915

Winnipeg Piano Company.  
333 Portage Avenue,  
Winnipeg, Man.

Gentlemen:

I am in receipt of your favor of the 30th ultimo, and in reply would say that in singing we suppress the instrumental somewhat, to prevent interfering with the singer. When we increase the volume of the instrumental, too much, it is difficult to get more than one of the three masters we make. We are constantly experimenting and hope to get over this trouble.

I will get the music you mention and see what can be done. For funeral purposes the tempo will be made proper. The Funeral March of Beethoven's appears to me to be superior to Chopin's.

We are always glad to receive criticisms and suggestions such as yours, and thank you very much for the same.

Yours very truly,

First  
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August 6th. 1915.

Monsanto Chemical Company,  
St. Louis, Mo.

Gentlemen:

I am in receipt of your favor of the third instant, and in reply would say that you complained of the quality of the Phenol which we shipped you. About the time of your complaint, we had ordered a Vacuum Still of forty-five hundred pounds daily capacity from E. B. Badger & Sons Company, Boston, Mass., and wrote you that when we had the Still in operation, we expected the Phenol to be of better quality, but E. B. Badger & Sons Company fell down on delivering time. After the Vacuum Still was started, the Phenol was colored, and we have had to change a number of parts. The Still will be running next week, and we hope it will give you the quality of Phenol you want.

We have never received a single complaint from any of the Chemical Works, even E. R. Squibb & Sons, New York City.

We could have delivered all the Phenol had you not been so strict.

Yours very truly,

A. 7

August 10th. 1915.

Mr. C. B. Utley,  
557 Main Street,  
Buffalo, N. Y.

Dear Sir:

I am in receipt of your favor of the 4th instant, calling attention to the matter of the two A-250 machines which have been marred through their use by our Demonstrators. I am sorry to learn that you have not received more prompt attention, but as our Demonstrators are usually so prompt in their dealings, I feel that there must be some reason for it. I have started an investigation, and will see to it that you receive early attention on this matter.

Yours very truly,

51

August  
seventh  
1916

Mrs. Morris Shralink,  
4235 Lindell Boulevard,  
St. Louis, Mo.,

Dear Madam:-

Your record and prints at  
hand and I return the same, it  
is very difficult to judge of  
a singers voice by the record  
you send.

Should you happen to be in  
New York at any time in the  
future we would make a trial record  
of your voice.

Address:-

Mr. Wm.H.Meadowcroft,  
Edison Laboratory,  
West Orange,  
New Jersey.

Very truly yours,

Thomas A. Edison

Thurst  
134

August 11th. 1915.

Anniston Knitting Mills Company,  
Anniston, Ala.

Gentlemen:

Your favor of the 5th instant has been received.

In reply let me say that it is impossible to state when I can make deliveries of Aniline Oil beyond that called for on my present contracts. Hence, I cannot quote you a figure, as it is practically impossible to get Acids at any price. The average price of all my contracts is 52¢ per pound.

I understand that the General Chemical Company will start their Aniline Plant soon, but I understand that all the product from the present plant has been sold. I believe they will have an extension of this plant in operation in October, and they may be able to supply your wants.

I think the Cambria Steel Company at Johnstown, Pa. has just started a plant for making Aniline Oil, and I would suggest that you write them. I believe there is also a man at Perth Amboy, N. J. who expects to start up an Aniline Plant in the near future. His name is F. May. Another is the Midvale Chemical Company, Elizabeth, N. J.

Yours very truly,

28  
96

August 13th. 1915.

Mr. John Bacon, Jr.,  
Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

We have received word from the American Oil & Supply Company that on the last shipment of Solvent Naphtha, some of the plugs in the heads of the drums were not screwed up tightly enough before the drums were shipped, and, therefore, there was some leakage. Will you please take note of this and see that all plugs are screwed up properly in shipments of any of our products.

I have returned from vacation, having had a pleasant time and a good rest. I had your reports sent to me regularly while I was away, and I see you are doing very well. From your last report, I notice that you are accumulating Benzol, Toluol and Solvent Naphtha, and am glad to see it.

When you are getting close to 3,000 gallons of Toluol I will send a Request For Inspection to Col. Phipps and leave him send his inspector up. I will leave it to you to notify me when to make this Request For Inspection.

Yours very truly,

Assistant to Mr. Edison.

First

August 10th. 1916.

Your file 228-C.

Mr. R. R. M. Carpenter, Director,  
Development Department,  
E. I. Du Pont De Nemours Powder Co.,  
Wilmington, Del.

Dear Sir:

I am in receipt of your favor  
of the fifth instant asking whether or not  
I expect to have the Solvol of my Johnstown  
Plant on the market for delivery over the  
twelve months of next year.

In reply let me say that my con-  
tract extends up to next May. Do you want  
to buy for the remainder of the year after  
that time?

Yours very truly,

Hurst

August 10th. 1915.

Mr. George Darsie,  
6544 Fifth Avenue,  
Pittsburgh, Pa.

Dear Sir:

Mr. Ford has forwarded to me a copy of your letter to him of July 17th, which of itself serves as an introduction.

Let me say in reply that we are all the time seeking for voices for making photograph records. They are not by any means as easy to find as generally supposed, because all voices do not record well, no matter how fine they may be for opera, concert, or parlor work.

We shall be very glad indeed to take a trial record of Mrs. Darsie's singing as soon as our Recording Laboratory opens up again for work. This will be about September first, and I shall request Mr. Miller, the manager of that Department to get into communication with you as soon as he returns from vacation.

Yours very truly,

Handwritten:  
August

August 11th. 1915.

Mr. Will E. Halbein, Sec'y.,  
North Dakota State Commission,  
Panama-Pacific International Exposition,  
North Dakota State Building,  
San Francisco, Cal.

Dear Sir:

I beg to acknowledge receipt of your favor of the 29th ultimo, which has given me much gratification. I want to thank you for your kind words of appreciation of the Diamond Disc Phonograph. After the many years of hard work that I have given to the perfection of this instrument and records, it affords me a great deal of pleasure to learn that I have pleased those who are lovers of good music.

I am greatly pleased to read what you say about Miss Wooden, because I have heard that she is doing some fine work in helping to bring the new Phonograph to the attention of the public in a pleasing and acceptable manner.

Yours very truly,

*First*

August 17, 1915.

Deutsche Edison Akkumulatoren Co.,  
Drontheimerstr. 35-38,  
Berlin, N. 20, Germany.

Gentlemen:

Your letters of January 7th. and June 18th  
regarding the royalties due for the year ending  
December 1914 and for the first quarter 1915 on  
storage batteries received.

In reply thereto, Mr. Edison desires me  
to say that you had better hold the money for him  
until affairs have reached a more normal condition.

Yours very truly,

Secretary.

August 13th. 1916.

Mr. E. R. Stettinius,  
Export Department,  
J. P. Morgan & Company,  
25 Wall Street,  
New York City.

Dear Sir:

I beg to acknowledge receipt of your favor of the 9th instant enclosing an original letter from Lord Moulton, for which please accept my thanks.

From a perusal of your letter, I think you have assumed that the Tolnol I have furnished is a synthetic article, as you ask whether I would be willing to make some arrangement with the British Government for the use of my process. If such is your assumption, I am obliged in the course of truth to say that it is not correct. The Tolnol which I am supplying to the British Government under my contract is obtained in the regular manner from the coal gases from coke ovens.

In reply to your inquiry as to whether I can furnish further supplies of Tolnol to the British Government, let me say that I have none to offer. My entire output of Tolnol until May 1st, 1916 is taken up on my present contract with the British Government, and I have no other sources of supply.

Yours very truly,

141

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August 18th. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.


Attention of Mr. Shunao Takaki.

Dear Sir:

Referring to your favor of the 11th instant in regard to Tolnol for the Hercules Powder Company, I beg to say that the three arrangements which you outlined therein will receive our attention. I have sent a copy of your letter to Mr. Opdyke at the Woodward Plant calling his special attention thereto and asking him to be sure and attend to these matters in exact accordance with your wishes.

Regarding your request to give the privilege of communicating by telegraph direct with our Plant at Woodward, Mr. Edison says there is no objection to their doing so. I will notify Mr. Opdyke of this also.

Yours very truly,

  
Assistant to Mr. Edison.

144  
275

August 18th. 1915.

Mr. Claude Opdyke;  
% Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:

Herewith I beg to hand you a copy of a letter from Mitsui & Company dated August 17th, stating that the Hercules Powder Company will forward their tank car to Woodward, and requesting us to do our utmost to ship the full 8100 gallons by September 10th, or earlier if possible, also carbon copy of my acknowledgment. Will you please acknowledge receipt of this letter. I want to make sure in good time that you received it because there is a heavy responsibility resting upon Mr. Edison in this Toluel matter.

Yours very truly,

Assistant to Mr. Edison.

First

August 18th. 1916.

Spencer Miller, Esq.,  
96 Liberty Street,  
New York City.

Friend Miller:

Your favor of the 12th instant was received, and I must ask you to excuse the delay in reply. I have been busy day and night on my new chemical plants, and my mail is somewhat delayed.

I am trying to arrange matters so that there will be no meetings of a Board to waste the time of busy men.

The Secretary of the Navy says he can get Congress to vote money to erect a large Research works, to be in charge of officers designated by the Secretary. In the course of their work, these officers will ask the different members of the Advisory Committee, by mail, how to get over the difficulties they are certain to encounter from their lack of experience. It will be just a little work at home now and then, and a pleasure for we all like to play an interesting game, especially when we are expert at it.

Yours very truly,

First

August 18th. 1915.

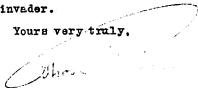
Mr. Simon W. Wardwell,  
P. O. Box 1463,  
Providence, R. I.

Dear Sir:

Your favor of the 11th instant  
has been received, and I have read the  
poem which you kindly sent me. It is very  
fine and contains lots of truth.

If Congress votes for an Experi-  
mental Department after the Advisory Com-  
mittee is organized, we will all get a chance  
to give Uncle Sam something new with which  
to fight any invader.

Yours very truly,



First

August 20th. 1915.

Mr. E. P. Bradstreet,  
601 Gerke Building,  
Cincinnati, Ohio.

Dear Mr. Bradstreet:

I have received yours of the 11th instant, which I read with a good deal of interest, and for which I beg you will accept my thanks.

Let me say in reply that Johnson must have got things mixed. I was not discharged, but left Cincinnati to take a job at Louisville. Johnson was a very fine man, much above the operator type, and exceedingly loyal to the Company.

Yours very truly,

*Chas. E. Johnson*

First

August 20th. 1915.

Mr. C. Stafford Northcote,  
45 Bryanston Street,  
London, W.,  
England.

Dear Sir:

I am in receipt of your favor  
of the 27th ultimo, in regard to the pre-  
ferred shares of the Edison Portland Cement  
Company.

Let me say for your information  
that for the last ten years there has been a  
price war for existence among the cement  
Companies, and many of them have gone into  
bankruptcy. So far as our Company is con-  
cerned we have just managed to keep alive  
with our plant intact, and if remunerative  
prices, (which we think are coming), do  
arrive, the shares of the Company will become  
salable.

Yours very truly,

First

August 20th. 1915.

Mr. George M. Neubauer,  
403 Oriol Building,  
St. Louis, Mo.

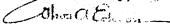
Dear Sir:

I am much pleased to receive your congratulations on our new piano record #50200. I have hesitated a great deal about putting out piano records at this time, but the demands have been so insistent that I made an exception. I am still experimenting to overcome certain things that I do not like, and when this is accomplished I shall put out some piano records of the very best selections, made by high class artists.

In regard to the Sextette, from Lucia, let me say that I have made as many as five records with different groups of expensive singers, but I am not yet satisfied with the results. The Sextette is a very difficult proposition to record properly from my point of view. There is no trouble at all to simply make a record, but it is the quality I am after. The trouble is with the singers. I could not afford to put out a record of the Sextette like those put out by our competitors, which are full of interferences and beats.

All I can say just now is; have a little patience.

Yours very truly,

John G. Schenck

*First*  
*205*

AUG. 21st. 1915.

Mr. J. H. Plummer,  
Mount Royal Club,  
Montreal, Canada.

CONFIDENTIAL.

Dear Mr. Plummer:

Replying to your telegram of yesterday, let me say that the American Oil & Supply Co. of Newark, who are dealers in chemicals, acquired from me the contract for Carbolec which goes to the Heyden Chemical Works, (nearby here) to be manufactured into Salicylic Acid, Salol and other chemicals. I was not aware until a few days ago that back of the American Oil & Supply Co. was Sweitzer of the German Bayer Co., who probably furnished the money. While this is good speculation, - the profits being very much greater than if made into Picric Acid, - I believe it was a move on the part of Germans to keep ammunition of all kinds away from the Allies.

The action of the English in spurning Picric Acid, etc., which the French want, when for a small sum they (the English) could have gotten control of all the supply in this Country is beyond me. I think that before six months pass the English will want it, and then it will be too late. The Germans are going to get everything they can.

Yours very truly,

*W. A. L. L.*

*I am not able to supply money*

*Thurs*

August 23, 1915.

Mr. E. H. Dorr,  
Standish Worsted Co.,  
Plymouth, Massachusetts.

Dear Sir:-

Mr. Edison requests us to say,  
in reply to your favor of the 18th, that the record  
which Mr. Schofield made for us was only a trial  
record of the "Banjo Song", and this was not accepted  
by Mr. Edison, as it did not conform to his standard.

Yours very truly,

A.H.

Aug. 23, 1915.

Mr. Edward Frizer,  
Vacuum Oil Company,  
#61 Broadway, N.Y.C.

Dear Mr. Frizer:-

I beg to acknowledge receipt of your favor of the 19th inst., and to extend to you my thanks for your kind offer to allow me to send a representative to see how you have worked out the problem of separating all deleterious matter from your waste water.

I will send on one of our men to investigate this process as we need it badly.

I appreciate your courtesy in the matter very highly.

Yours very truly,

*John A. Edison*

A.H.

*First*  
*344*

Mr. W. H. Miller,  
c/o T.A. Edison, Inc.,  
#79 Fifth Avenue,  
New York City.

Aug. 25, 1915.

Dear Sir:-

Enclosed I beg to hand you a letter from Mr. and Mrs. George Darsie in regard to making trial records.

Let me say for your information that these people were referred to us through Mr. Henry Ford, and I have promised to have trial records made and sent over to Mr. Edison for his hearing. Will you take particular note of that?

Will you please write Mr. Darsie in accordance with the letter handed you herewith, making an appointment for trial records when they are in the vicinity of New York. I have already distinctly said that we do not pay the expenses of Singers coming to make trials.

Yours very truly,

A.E.  
ENC.

First

392

August 26th, 1915.

Messrs P. W. Myers & Co.  
Rouses Point,  
New York.

Gentlemen:-

Herewith I beg to hand you two Manifest and Entry forms which have been signed and sworn to. One of these is for a car of Benzol arriving July 30th, 1915, value \$2097.00, and the other for a car of Benzol arriving August 16th, 1915, value \$2395. 25.

I am forwarding these to you simply because they were here for exaction. I do not assume to make any request as to filing same as I do not know what should be done about them. All I want to impress upon you is that we must avoid doing anything that will lead to a repetition of the trouble we have incurred through alleged undervaluation of the one Car of Benzol.

As I understood your Mr. Myers and Mr. Strauss when we had our conference a few days ago, I can still make importations of Benzol without falling into any further trouble on account of alleged undervaluation. From what you then told me, I believe the procedure is to file the customary entry at invoice value and to file also at the same time a request for appraisement so that I can pay duty on the appraised value instead of invoice value. Is this correct?

Yours very truly  
*Thos A Edison*

*First*

Aug. 25, 1915.

Mr. Edward J. McCullen,  
Assistant Circuit Attorney,  
Saint Louis, Missouri.

Dear Sir:-

I beg to acknowledge receipt of your favor of the 16th inst., which was read with a great deal of interest and afforded me much gratification. I want to thank you heartily for all the kind things you have taken occasion to say in regard to the Diamond Disc Phonograph. After working so hard as I have done for many years to record and reproduce music, it is certainly a satisfaction to learn that I have pleased those whom I had in mind, namely, Lovers of good music.

I am not quite satisfied yet with our piano recording, and was in some doubt about putting out No. 50200. I am glad to learn, however, that I did not make a bad break in doing so. I am experimenting continually on piano recording, and as soon as I can eliminate certain defects, I shall put out more piano records of the finest kind of music, executed by high class artists.

Thanking you for your suggestion of the selection "Egeria", which I will get, I remain,

Yours very truly,

*Thos. Edison*

A.H.

205

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August 26th, 1915.

Mr. J. H. Plummer,  
Dominion Iron & Steel Co.  
Toronto, Canada.

Dear Mr. Plummer:-

I have received this morning a letter from your General Sales Agent, Mr. McNaughton, in regard to the Car of Benzol on which the U. S. Customs claim undervaluation. The closing paragraph of his letter reads as follows:

"In the meantime we are not shipping any further Benzol to you until this matter is adjusted."

I protest against this most emphatically as there is absolutely no necessity of stopping shipments because of this one case of trouble. We can entirely avoid the trouble in future shipments. The Benzol will be billed by you in the regular way at contract price, but when the entry is made, F. W. Myers & Co. will at the same time file a request for appraisement so that the U. S. Customs can appraise the Benzol at market price and thus collect the amount of duty claimed by the United States.

I am assured by Mr. Myers and his Attorney that this is the correct way, and that there is no reason in the world why I should stop importation as the matter of duties can be properly taken care of. Please go ahead therefore and have your plant prepare to ship to me as usual, as I need the Benzol.

I will send a carbon copy of this letter to Mr. McNaughton.

Yours very truly,

Thomas A. Edison

First

Aug. 25, 1915.

American Paper & Pulp Association,  
No. 18 East 41st Street,  
New York City.

Gentlemen:-

I am in receipt of your favor of the 20th inst., and in reply would say that at the present time I am making about 4000 pounds of aniline oil daily, but my total output is all sold up to the end of the present year.

Any further expansion of output is checked by the impossibility of obtaining acids. The Powder people have bought it all up, but after the end of the present year I believe many new acid plants will be in operation, and this will result in an increased output.

It is expected that the General Chemical Company's large plant for the manufacture of Aniline Oil will shortly be in operation. Let me add for your information that there is being built at the present time on the Jersey Meadows a very large plant for making all kinds of dyes. I believe Butterworth and Judson, 60 Wall Street, New York, acid manufacturers, can give you information about this.

A.H.

Yours very truly,

*Thos A. Edison*

*Thrust*

8-24-15.

Mr. M. S. Tribune,  
Tribune & Garrigue,  
412 W. 13th St.,  
New York City.

Dear Sir:

I am in receipt of your favor of the 21st inst., and would say in reply that we make only carbolic acid, but all of our output is already sold up to the end of the present year. We do not make any picric acid.

Your Italian Friends are not up-to-date. If they expect to get supplies of picric acid from this country, they will have to move quickly, as the Germans are buying up all the raw materials.

Yours very truly,

A.H.

248  
299

Aug. 27, 1915.

Mr. T. Commerford Martin, Secretary,  
National Electric Light Association,  
No. 20 West Thirty-Ninth Street,  
New York City.

My dear Mr. Martin:-

I beg to acknowledge receipt of your esteemed favor of the 26th inst., and it gives me a good deal of pleasure to say that Mr. Edison's eyes were not seriously injured by the accident reported in the papers. I happened in at the Plant just a minute after it had occurred, in fact, while he was washing out his eyes. Of course, at the moment they were giving him a good deal of pain, but I waited a few moments and then he said in his usual way "Well, Meadowcroft, what can I do for you?" Then, we went on to discuss some business matters about which I had gone over to the Plant to see him. A little while after that he went home to change his clothes, for they were a sight. He resumed work during the Evening and has been at work ever since. He certainly is a wonder.

So far as I know they have fixed upon October 21st as "Edison Day" out at the Exposition, but I think that Mr. McManis at the Lamp Works could tell you accurately. I really do not know whether he will go out to San Francisco or not.

I rather regret to learn that you could not manage to get a regular vacation. I simply had to get away for a while, for the last ten months have been the most strenuous ones in my life, and I was afraid that I might have some sort of a break-down if I attempted to go on without. Of course, I had to lay a lot of elaborate plans for the continuance of my part of the work during my absence, but it came out all right.

There is a strenuous Fall and Winter before me.

It is a lucky thing for you that you have the farm to go to so that you can change

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Mr. T. Commerford Martin,

-2-

Aug. 27th, 1915.

off for a few hours during your hard work. I have some little idea of what it means to read two thousand pages of proofs, and you have my sincere sympathy.

With kindest regards, I remain,

Yours very truly,

*John von Neumann*

A.H.

August 28th, 1915.

Mme. Alice Verlet,  
220 West 98th St.,  
New York City, N. Y.

Dear Madame Verlet:-

I am much complimented by your kind letter and the two photographs, all of which were received this morning. It was very good of you to remember my request and I thank you sincerely for the photograph which you have so kindly autographed for me. I shall send the other one to Dr. Gerrieh, and I know he will be greatly delighted for he is one of your enthusiastic admirers.

You will be rejoiced to learn that Mr. Edison's accident did not result seriously, and I am glad to say his eyes are all right. He was able to resume work a few hours after the accident.

I showed your letter <sup>to</sup> Mr. Edison, and he read it with much interest. He wishes me to say that he is willing to pay the \$40. for the 5000 letters, so in due time you can send the bill to me. The numbers and names of your records thus far issued are as follows:

82083- Voci di primavera (Alice Verlet)  
82086- Air des Bijoux (Faust) Alice Verlet.  
82080- Caro Nome (Rigolotto) Alice Verlet.  
83032- Barcelona (Tales of Hoffman) Verlet and  
Hatzemaier.

With kind regards and renewed thanks,

I remain

Yours very truly,

Assistant to Mr. Edison

Aug. 27, 1915.

Worcester Phonograph Co.,  
Worcester, Massachusetts.

Gentlemen:-

Your favor of the 20th inst. to the Company, has been handed to me. I have read your complaint very carefully and would say in reply we know the trade has fallen off, but we feel quite sure it is not due to the quality of the Blue Amberol Records. It is true that the snap and noise of these Records are greater than on the old Wax Records, but we have innumerable letters complimenting us upon the better quality of the Blue Amberol.

The greatest trouble in the whole Phonograph business today is the ignorance of the public as to the correct speed of their machines. In one special investigation we made to find out why people had ceased to buy records, we found that in the great majority of cases the speed of their machine was over 200 revolutions per minute. On the Disc Machine we have put a stop pin to prevent this, but in some cases this pin has been removed. This results in complaints as to the quality of Records.

We also found in the same investigation that Victor Machines were suffering even worse than ours from high speeds. A little investigation on your part will show you that the Blue Amberol Records with the Diamond Point, as compared to the old wax Records and the sapphire ball reproducer, are so infinitely superior in quality that the comparison is ridiculous, except in regard to the surface noises.

Yours very truly,

*G. J. [Signature]*

A.H.

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August 30<sup>th</sup>, 1915

Mrs. M. L. Bullock,  
534 N. 2nd Street,  
Memphis, Tenn.

Dear Madam:

I have received your favor of the 21st instant, which has been read with a good deal of interest.

Let me say that I think you would better keep the instrument that you now have and get all the pleasure you can out of it. When you have had it a year or two you can trade it in without paying any more than you have to pay now, and then you would have the advantage of the improvements in style of cabinet, which are sure to be made. The mechanism, or motor, is the same in your instrument as in those of higher price, except that the amplifier in the latter may be larger.

Yours very truly,

August 30th, 1915

Mr. Charles D. Hatch,  
451 Summit Avenue,  
Redlands, Calif.

Dear Sir:-

I have received your favor of the  
10th instant, which has been read with a great deal  
of interest, and I want to thank you for it.

I have shown the letter to Mrs. Edison  
and she says that she remembers Mrs. Hatch and wishes  
me to have you convey her regards to her.

Yours very truly,

*Edison*

*What I call "God's" power is the power*

*of the mind.*

*if in time any new substance is  
discovered that is capable of doing  
the same work as the old one it*

*Hurst*

August 30th, 1915

Mr. Charles D. Hatch,  
451 Summit Avenue,  
Redlands, Calif.

Dear Sir:-

I have received your favor of the 10th instant, which has been read with a great deal of interest, and I want to thank you for it.

I have shown the letter to Mrs. Edison and she says that she remembers Mrs. Hatch and wishes me to have you convey her regards to her.

Yours very truly,

*Thos A Edison*

Mrs E I call "Sachaim" from a Chemical Compound which is sweet. I think it will be a good name. If in time any new substance is discovered that is sweeter I'll let you know & you can give the name to Mrs H.

Hirst

August 30th, 1915.

Mr. Thos. P. Westendorf, Supt.,  
The Industrial & Training School  
of Shelby County,  
Bartlett, Tenn.

Dear Mr. Westendorf:

I have been so very busy for several months past that it has been slow work to look up all the music that I have had put aside for me to hear. However, I have been over a good deal of it now, including yours, and have decided to put on the regular record "There'll be brighter days My Darling".

Yours very truly,

*Don't try you haven't time to*

First

354

August 31st, 1915.

Miss Ann F. Gardiner,  
3000 LAFAETTE,  
Portland, Maine.

Dear Miss Gardiner:

I must ask you to kindly excuse the long delay in acknowledging the receipt of your very kind letter of appreciation. For many weeks past my time and attention have been given very largely to my new Chemical Plant, and I have been obliged to allow my correspondence to fall into arrears.

Your letter, with the side lights thrown upon it by Mr. Meadowcroft on his return from Maine, has given me sincere gratification. Being, myself, a great lover of good music, my sympathies are with those of the same mind, and my constant incentive through my many years of hard work on the phonograph has been to feed the soul that is hungry for really fine music. It would seem from your letter and from many others which I receive that my labors have not been in vain, which deeply gratifies me. Let me thank you for your kind words of praise and commendation, which are greatly appreciated.

Now in regard to the matter which you took up with Mr. Meadowcroft, and as to which he sent me your statement, let me say frankly in the first place that I do not see that I can make any practical use of the idea you suggest of a special "timing" record. According to our experience, there is not one person in a thousand that would buy such a record, and if they did they would not take the pains to regulate the instrument by it. Possibly you do not realize it, but the fact is, that the reproduction of the original concept of the phonograph, was done in part of my original concept of the phonograph, and I have never departed from that idea because it is fundamentally true and proper.

You had evidently worked with infinite pains to carry out this fundamental idea, and have had patience

353

Miss ~~421~~ ~~421~~  
Page  
August 31st, 1915.

and perseverance enough to succeed, and you are reaping the benefit. One of the most emphatic of our instructions to our customers is about the regulation of speed, and we try to drive the point home in a score of different ways. As you are aware, there is a stop pin in our regulator to prevent excessive speed, but you will scarcely believe it when I tell you that we have actually found on investigation that many people have actually taken these stop pins out. Need I say more?

These things sometimes make me despair, but on the other hand when I hear of the careful and intelligent care that you and some others give to the instrument and records, I am encouraged to go on and try for still further and higher qualities. When my new building is finished, I hope to have the pleasure of putting out some of the symphonies and sonatas of the great masters.

Yours very truly,

Thos A Edison

*Handwritten signature*

September 1, 1915

Mr. R. R. Bowker,  
241 West 37th Street,  
New York

Dear Mr. Bowker:

I have received your favor of the 27th ultimo and wish to thank you for all your kind thoughts of me and for all your expressions of congratulation in regard to the potash accident at the Chemical Plant the other day. I to rejoice that it was not more serious.

I am looking forward with anticipation and pleasure to attending the Meeting of the Edison Association at Spring Lake next week if I can get away from the engrossing work connected with my chemical plant. The problems and difficulties have been so numerous as to occupy me about eighteen hours a day for many weeks past, but I think I can see the way clear to take a run down to Spring Lake next week. I shall certainly be glad to see some of my old friends again.

Yours very truly,

First

September 1, 1915

Lord Richard Nevill,  
Government House,  
Ottawa, Canada.

My dear Sir:

I beg to acknowledge receipt of  
your favor of the 25th ultimo, and to thank you for  
your courtesy advising me of their Highnesses  
appreciation of the Diamond Disc Phonograph.

Will you kindly say to the Princess  
Patricia that if she ever comes to New York I hope she  
will be sure to come over to Orange and see my Labora-  
tory?

Yours very truly,

*Handwritten:* Miss I

Mr. Frederic A. Whiting,  
Ogunquit,  
Maine.

September 1st, 1915.

Dear Mr. Whiting:

I beg to acknowledge receipt of your recent favors which I have read with a great deal of interest.

It affords me much gratification to receive your good opinion of piano record NO. 80,200. Having been reluctant to launch it I have awaited reports with some interest. I am experimenting on piano recording, but as there are some difficulties yet to overcome, I do not like to put many records out until I get them right. As soon as I am satisfied we will record some fine music by high grade artists.

I want to call your attention to a bad part in "Ave Maria", where octaves are played. This is bad. I have proved that no violinist can play octaves without dissonant sounds. No one would believe me until I actually proved it.

I would be glad to make a trial record of your friend's voice if he is ever in the vicinity of New York. In that case, he could communicate with my Assistant, Mr. W. H. Meadowcroft, at this address, who would make the arrangements for a trial record.

Yours very truly,  
*Handwritten signature:* Alvin

388  
September 3, 1915

Mr. E. H. Johnson,  
% Greenfield Paper Bottle Co.,  
8 West 40th Street,  
New York.

Dear Mr. Johnson:

Replying to your favor of the  
21st ultimo in regard to your young violinist friend,  
let me say that the best way to bring him to Mr.  
Edison's notice is to have him go to our Recording  
Department, #79 Fifth Avenue and see Mr. W. H. Miller,  
the Manager, who will provide all facilities for making  
a test record, which will be sent over to Mr. Edison  
for his personal hearing.

I enclose you a letter addressed  
to Mr. Miller, which your young friend can present to  
him when he goes to make the record.

Yours very truly,

Encl.

253

493

September 2nd, 1915

F. W. Myers & Co.,  
Rouses Point,  
New York.

Gentlemen:

I beg to acknowledge receipt of your favor of the 27th ultimo, and also of a copy of the U. S. Customs tariff, for all of which please accept my thanks.

I have sent a copy of your letter to the Dominion Iron & Steel Company, and have requested them to make shipments of Benzol to me via Rouses Point, so that the matter can receive proper attention.

You suggest that it might be well for me to keep in close touch with the market value of Benzol. I do this all the time, but you must please bear in mind that I might not know when you would make an entry for me so that I can advise you in time. It might probably be well, therefore, to make an inquiry of me before you make an entry of any importation for me, unless you wish to ascertain the market value in the United States from any other source.

Yours very truly,

*First*

September 3, 1915

Mr. William Fatten,  
120 West 32nd Street,  
New York.

Dear Sir:

Your favor of the 28th ultimo to Mr. Edison was received. He requests me to say that his set of the Encyclopaedia Britannica is at the house, and Mrs. Edison does not care to have any photograph made of interior.

Yours very truly,

Assistant to Mr. Edison.

Hurst

September 2, 1915

Mr. George F. Perry,  
Sterling,

Ill.

Dear Sir:-

I am in receipt of your favor of the 27th ultimo, which has been read with much interest. I am always glad to receive suggestions, and would say in reply to your letter that we will put on "Old Black Joe". We have already recorded "You'll Remember Me", and I will look up "Oft in the Stilly Night".

Yours very truly,

316

465

Sept. 7th. 1915.

Mr. John Bacon, Jr.,  
% Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

We are anxious to straighten out our records on the question of drums, and must look to you for help.

We have bought several lots of new drums from time to time and sent them direct to you, and you have used them for shipping Benzol, Toluol and Solvent Naphtha.

I assume that you have kept a strict record of all drums received and shipped by you, and I shall be obliged if you will kindly send me at your earliest convenience a list showing various shipments of drums you have received, the dates they were received, and if possible from whom. On the other side of the account you will show the dates of shipments, to whom shipments were made and the number of drums in the shipment and what they contained. On the same side of the account please show how many drums you still have on hand.

You had better show on a separate sheet of paper the number of "foreign drums" that you received from us and the number that you have shipped and to whom.

Will you please take this up as soon as you possibly can, as Mr. Edison is pushing me to get a statement of our drum account.

Yours very truly,

*W. H. Bacon*  
Assistant to Mr. Edison.

P. S. I have drafted a form, copy of which is enclosed.

Enclosure.

*Thurst*

September 3, 1915

Mr. William Blauer, Orderly,

Ward No. 1,

Randall's Island, New York City.

Dear Sir:-

I received a letter from Mrs. A. Ohl, asking me to donate a phonograph and some records to the Ward for crippled boys on Randall's Island. I receive so many requests of this kind that it would be impossible for me to comply with them all, but I have regarded this as a special case, and have taken pleasure in ordering a phonograph and thirty records to be sent over for the crippled boys' Ward. This is being sent in your care, and I wish you would kindly have it placed in the Ward for the benefit of the crippled boys.

Yours very truly,

First

September 3rd, 1915

Commodore J. Stuart Blackton,  
Locust Avenue,  
Brooklyn, New York.

Dear Mr. Blackton:

I have received your kind invitation of the 31st ultimo to attend the opening performance of "The Battle Cry of Peace" on Thursday evening of next week. I would very much like to go, but am so overloaded with work at the present time that I cannot get away, much to my regret.

Allow me to thank you, however, for your very kind invitation, which is much appreciated.

Yours very truly,

September 3, 1915

Mr. W. R. Clark,  
12 Camden Hill Road,  
Upper Norwood, S. E.,  
London, England.

Dear Sir:-

Allow me to acknowledge receipt of your kind favor of the 6th ultimo and to thank you for your kindness in presenting me with the button having a defraction grating of five thousand lines to the inch. It is certainly a beautiful piece of work, and I am very proud to be the possessor of it.

As to the ship compass that you suggest, let me say that this is out of my line of work, and personally I should be unable to do anything with it. With your permission, however, I will bring it to the attention of the Advisory Board of our Government, which is just being organized, and of which I have the honor to be the head. The Organization will be effective within the next month or two, and then I shall turn the matter over to them, unless you direct otherwise.

I take pleasure in sending you by mail the two phonograph records that you desire, namely, "Abide with Me" and "Hallelujah Chorus". The latter was not in our regular catalog list, but I had the mould looked up and have had a copy of it made for you specially.

Yours very truly,

324  
506

Sept. 7th. 1915.

Mr. Claude H. Opdyke,  
% Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:


We are anxious to straighten out our records on the question of drums, and must look to you for help.

We have bought several lots of new drums from time to time and sent them direct to you, and you have used them for shipping Benzol, Toluol and Solvent Naphtha.

I assume that you have kept a strict record of all drums received and shipped by you, and I shall be obliged if you will kindly send me at your earliest convenience a list showing various shipments of drums you have received, the dates they were received, and if possible from whom. On the other side of the account you will show the dates of shipments, to whom shipments were made and the number of drums in the shipment and what they contained. On the same side of the account please show how many drums you still have on hand.

Will you please take this up as soon as you possibly can, as Mr. Edison is pushing me to get a statement of our drum account.

Yours very truly,

  
Assistant to Mr. Edison.

P. S. I have drafted a form, copy of which is enclosed.

Enclosure.

392

544

Sept. 10th. 1915.

Messrs. F. W. Myers &amp; Co.,

Rouses Point, N. Y.

Gentlemen:

For your information I beg to quote the following extracts from a letter I have recently received from Mr. J. H. Plummer, President of the Dominion Iron & Steel Company.

"I have your favor of the 26th ult. respecting our Benzol held up at Rouse's point, and am glad to know that you have taken the matter of the duty in hand.

There are some difficult Custom questions arising under war conditions and it seems to me the Board of Appraisal should be urged to take into consideration the differences due to war time demands. For instance, contracts are, or were, being made made daily for Spot Toluol at \$5.00 per gallon and for one year at \$3.00. The material is entering under these contracts, side by side, at two different prices. The price for "Spot" Benzol is higher than for contract material, and of course a three year contract such as yours is entirely different from a twelve months contract.

We will be shipping your Benzol in due course. We expect very soon now to get up to a reasonable output as our various additions are all reaching completion."

Yours very truly,

Thomas A. Brown

431

557

Sept. 10th. 1915.

Mr. C. H. Opdyke,  
% Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:

I beg to acknowledge receipt of your favor of the sixth instant, and also of the shipment of crude Naphthaline, and thank you for your prompt attention.

The barrel of sublimed Naphthaline that you sent to Mr. Mason was received and is very good.

I have telegraphed you today asking you how much of this sublimed Naphthaline you have on hand, and how fast you can make it. We want this information so that we can make a contract to sell it. We can dispose of it quickly, and I hope to have an answer to the effect that you can furnish it in good quantities.

Mr. Edison says it can be packed in ordinary barrels, and should be pretty well shaken down when put into the barrels for shipment.

Yours very truly,

*W. H. Mason*  
Assistant to Mr. Edison.

*Your telegram is very much appreciated*

Hirst

Sept. 10th, 1915.

Mr. Yuen R. Chao,  
Secretary, Science Society,  
208 Delaware Avenue,  
Ithaca, N. Y.

Dear Sir:

Your favor of the 28th ultimo and the fifth and sixth issues of the Chinese scientific monthly, "Science", have confirmed the opinion I have had for some time, namely, that the world is witnessing one of the greatest of modern marvels, the awakening of a great nation, China, to the fact that liberal education is the very foundation of national power and advancement.

The impetus which the young men of your country are giving to the cause of education is most inspiring to those who are keeping pace with the times, and indicates rapid growth for your nation. Let me extend to you and your associates my hearty felicitations upon the progress you have made in your chosen field, and to wish you an ever growing and lasting success in the spread of scientific knowledge.

Yours very truly,

*Handwritten signature*

Sept. 11th. 1915.

Mr. A. I. Clymer,  
Van Wert, Ohio.

Dear Mr. Clymer:

I am in receipt of your favor of the third instant, which has received my careful attention. Replying to your various questions, I would say as follows:

In regard to the cells for Mr. Henry Ford, let me say that he is still experimenting. He has made his sixth experimental electric car but is not yet satisfied with results.

In regard to the Edison-Beach cars I would say that Beach himself turned out to be a failure, and a Company has taken up the exploitation of the cars and is now trying to build up a business. I agree with you in the opinion that it is unfortunate that the battery has been unable to get a solid foothold in the pleasure vehicle industry. The trouble is that the manufacturers of pleasure vehicles want to get the greatest amount of money they can for their vehicles, hence they put in the cheapest battery. They care nothing for their reputation as long as they get the money.

We were getting along nicely on the truck business, but hard times and change of business owing to war conditions have diminished the sales of trucks, generally, except the type of small truck called "Duck truck". We get this trade almost exclusively, as the lead battery is not unable to stand the shocks. I am glad to say that this particular trade is increasing. As to the use of the Edison battery in submarines, I have great faith that we shall ultimately get orders for the equipment in all of the submarines. We have already sold two sets to the United States Government. One of these sets has already been delivered and will soon be put into actual use.

I will send you the latest report as soon as possible. The profits for the year were about \$200,000.00

Yours very truly,

*most*

Sept. 10th. 1915.

Mr. D. F. Shirk,  
916 Kansas Avenue,  
Topeka, Kan.

Dear Sir:

I am in receipt of your favor of the 31st ultimo, and am very glad to learn that you are so well pleased with your Edison instrument. I shall take pleasure in looking up the selection, "Come Where the Lilies Bloom", as suggested by you, and will consider making a new record of it.

Yours very truly,

First

Sept. 14th. 1915.

Miss Janet C. Bush,  
554 Bloomfield Avenue,  
Montclair, N. J.

Dear Miss Bush:

I am in receipt of your favor of this date, and in reply beg to say that if you will go over to our Recording Department at 79 Fifth Avenue, New York, and present this letter to Mr. W. H. Miller, the Manager, he will take a trial record of your voice, which will be submitted to the Music Committee. I think it would be well for you to communicate with you in regard to the selections that you should sing. In doing so, please specify some of the songs that you are quite familiar with. Phonograph singing should be done without music in one's hand.

Yours very truly,

Assistant to Mr. Edison.

506

557

Sept. 14th. 1915.

Mr. Claude H. Opdyke  
% Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:

I beg to thank you for your prompt report in regard to drums. It is very satisfactory as it has enabled me to find out how we stand in regard to Woodward drums. Evidently you have 78 empty drums on hand, in addition to the 100 drums sent by Mitsui & Company for Toluel.

Will you please ship these 78 drums of ours to Edison Benzol Plant, Cambria Steel Company, Johnstown, Pa. Please ship these at your earliest convenience and kindly notify me when they are shipped, sending me bill of lading for same. The 100 drums belonging to Mitsui & Company, you will keep at Woodward on hand until further orders.

Yours very truly,

Assistant to Mr. Edison.

557

Sept. 14th. 1915.

Mr. Claude Opdyke,  
Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:

Referring to your telegram of the 10th in regard to Sublimed Naphthaline, I note that you then had about eight hundred pounds on hand. This is rather a small quantity to ship up here, and I can get a better price when we have a larger quantity to offer. Will you please let me know as soon as you have two or three tons on hand of the Sublimed Naphthaline. I trust the car of Toluol was shipped to the Hercules Powder Company in accordance with my telegram, and that you notified them by wire.

Yours very truly,

Assistant to Mr. Edison.

First

Sept. 14th. 1915.

Mr. R. M. Banister, V. Pres.,  
Woodward Iron Company,  
Woodward, Ala.

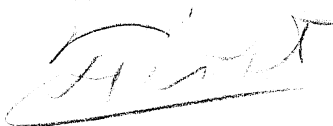
Dear Mr. Banister:

I am in receipt of your favor of the 11th instant, and would say in reply that Carbollic Acid plants are very expensive and difficult to operate. Three large chemical concerns that I know of started to put up plants of this kind many months ago, and have not yet succeeded in getting a good product.

If, therefore, professional chemists have so much trouble, I think it would be fatal for you to risk it. It is my opinion that you had better sell your <sup>benzoline</sup> Benzol as spot Benzol to a broker, such as the American Oil & Supply Company, Newark, N. J., and not by contract.

Yours very truly,

*Charles E. Brown*

A large, stylized handwritten signature, possibly reading 'H. J. Stokes', is written across the upper middle of the page.

Sept. 14th. 1915.

F. J. Stokes Machine Co.,  
Seventeenth and Cambria Sts.,  
Philadelphia, Pa.

Gentlemen:

I am in receipt of your favor of the 8th instant in regard to roll dryer for drying Sodium Benzol Sulphonate. Let me say in reply that at present I have a dryer which works quite well and turns out about 22,000 pounds daily. However, it requires too much labor, and when I get further along, I will take up the dryer matter with you.

Yours very truly,

First

Sept. 18th. 1915.

Dr. J. Thompson Stevens,  
Mountainside Hospital,  
Montclair, N. J.

Dear Sir:

Let me thank you for your kind  
favor of the 16th instant, which has been  
read with much interest. I shall get either  
a Pulmotor or Langmotor at once for use at  
the Aniline Plant. I am very glad that you  
suggested the idea.

Yours very truly,

*Harst.*

September 18th, 1915.

Mr. Harry C. Sand,  
Pitman,  
N. J.

Dear Sir:-

Replying to your favor of the 16th instant, we beg to say that before we can decide whether you could make records for us, we should have to have a trial record of your voice, which would have to be passed upon by the Music Committee. If you are going to New York sometime, you may call at #79 Fifth Avenue, New York City and ask to see Mr. W. H. Miller, who is the Manager of our Recording Department there. He will take a trial record of your voice, which will be passed upon later.

In order to avoid any misunderstanding, let us state that we do not pay the expenses of singers coming to make trial records. If you should go to our Recording Rooms at some future time, please show this letter to Mr. Miller.

In answer to your inquiry, we would say there is no position vacant in our factory that we could offer you.

Yours very truly,  
EDISON LABORATORY.

*West*

September 18th, 1915.

Simmons Hardware Company,  
17 Battery Place,  
New York City.

Gentlemen:

CONFIDENTIAL

Replying to your favor of the 15th instant, we beg to say that Mr. Tosi is a musician and artist, and was employed by Mr. Edison to travel in Europe to take records on the phonograph of all the great singers. His accounts were always correct and his expenses moderate. He is rather fine type of a man, but Mr. Edison has no great opinion of his business capacity. He told Mr. Edison that he was going to the Argentine to try and get in some business. This is all the information we can give you.

Yours very truly,

Edison Laboratory.

*H. J. ...*

592

Sept. 20th. 1915.

Mitsui & Company, Limited,  
28 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

Your favor of the 13th instant was received, and shown to Mr. Edison. He says it is his opinion that the Hercules people cannot do much with you, as the failure of the water supply was beyond your control.

He also wants me to say to you that the Dupont people are after him to buy his Johnstown Tolnol for next year, after the expiration of his contract with the British Government. He says this shows that they want it badly, and they will want the Woodward Tolnol after the contract expires. Owing to these facts, you will have a hold on them if they get ugly.

Yours very truly,

*W. H. Meadows*  
Assistant to Mr. Edison

First

September 18th, 1915.

Dr. A. C. Packard, Supt.,  
Washington Park Hospital,  
60th St. and Vernon Avenue,  
Chicago, Ill.

Dear Doctor:

I am in receipt of your favor of the 18th instant, which has been read with much interest. Let me say in reply that I am told that Aotte has lost her voice. We have just issued a record by Destinn, and you will find it in our list. We recorded several records by Beninsegna, but her Tremolo was so bad that I decided not to issue these records.

The trouble is that most of the great Opera artists are better actors than singers. It is the combination of acting and voice, the illusion of the stage, and the story that most frequently enable these artists to get their great reputations. So far as their voices are concerned, very few of them will pass the ordeal of a Concert Stage or a perfect recording machine.

As to Lander records, I would say that Harry Lander has a contract with another Company, and this contract has not yet expired. His brother Alex made some records for us.

Yours very truly,

John A. Lander

First

September 18th, 1915.

Underwood & Underwood Studios,  
417 Fifth Avenue,  
New York.

Gentlemen:-

Replying to your favor of the  
15th instant, I beg to say that it will be useless  
for you to expect me to call at your Studio, as I never  
go willingly to New York, and just now it would take  
the Mandate of a United States Court to draw me there.

Yours very truly,

*Edison*

*Trust*

September 18th, 1918.

Mr. Hugh C. Wilson,  
Main Street,  
Peekskill, New York.

Dear Sir:

Your favor of the 13th instant has been received and read with a great deal of interest. We like kickers. It is the kicker that makes us improve things, especially if they kick intelligently.

Please let me know what type of instrument you have, also what type of reproducer. Is your speed constant at 160. Will you kindly specify which record is very bad? I want to find out where the trouble is. I would state for your information that a slight change in our recording cutters might cause your reproducer to strike the record sideways, as the diamond in some cases is ground to large.

Yours very truly,

375

September 22, 1915.

J. P. Morgan & Co.,  
23 Wall Street,  
New York City.

Gentlemen:-

Enclosed find bills, Inspectors Certificates and bill of lading covering shipment of Sept. 18th, 1915, to His Britannic Majesty's Government, amounting to \$1968.60.

Please have three of the Inspectors Certificates signed and returned to me. Kindly send check at your earliest convenience and oblige.

Yours very truly,

Secretary.

*Hurst*

Sept. 22nd. 1915.

Mr. E. T. Gundlach,  
Gundlach Advertising Co.,  
Peoples Gas Building,  
Chicago, Ill.

Dear Sir:

I am in receipt of your favor of the 14th instant in regard to Antonio Sala, the 'cellist whom you suggested to make some trial records. You may be aware that all trial and original records must be passed upon by me in person, and I keep a book in which I make comments at the time that I hear these records. The following are my comments, copied from this inspection book, just as they appear there:

"Antonio Sala: 'Cellist.

1st trial  
2nd trial  
3rd trial

Can't tell anything from this.  
Good.  
Good.  
This man is good 'cellist, but you must look out in recording that it is not too weak, he has very little volume - note this and be careful. His volume is 1/2 of Fleisch on Violin, but he is good player."

I do not know what the New York Recording Studio has done about this matter.

Yours very truly,

*Alfred C. Brown*

Thorst

Sept. 22nd. 1915.

Mr. Walter B. Murphy, Supt.,  
Barrett Manufacturing Company,  
Chemical Department,  
Frankford, Philadelphia, Pa.

Dear Sir:

I am in receipt of your favor of the 17th instant, and would say that the newspaper report about the man who died at our Synthetic Phenol Plant from inhaling fumes, etc., was not correct. The man died of heart disease from running after a valve had bursted on a digester wherein condensite was being made. He was only slightly burned by the acid. We have been in operation ten months, and some of the men have been in very strong fumes, without injury. We find that our Nitrobenzol Plant is a place requiring special care. One man was killed and many have been overcome right out in the open air. I should be glad to learn what precautions you take in this connection.

Yours very truly,  
*Thorst*

*First*

Sept. 22nd, 1915.

E. C. Benedict, Esq.,  
Indian Harbor,  
Greenwich, Conn.

My dear Mr. Benedict:

Your letter came to me in the nature of a pleasant surprise after losing sight of you for many years. I am glad to see in one of the "Souvenir" pictures that you are in the foreground looking as substantial as ever, - if not a little more so. To look at the pictures of your beautiful place it certainly gives one a desire to visit it, and I should be very glad to accept your invitation if I could find time. There seems to be no present indication of it, as I have some seven or eight chemical plants on my hands, beside my other industries here in Orange. However, I hope I may be able to run over to see you some day.

I shall take pleasure in sending you my photograph, as you request. I have instructed our photographer to make up a special one for you, and will send it along when it is ready.

With kind regards, I remain,

Yours very truly,

*Charles F. Johnson*

570

Sept. 25th. 1916.

Mr. Thomas M. Murray,  
% Mr. R. P. Brady,  
54 Wall Street,  
New York City.

Dear Mr. Murray:

You will notice from the enclosed statement that the total investment is now \$84,887.00. This is practically the end.

The pressure has been so great from the Rubber people, and the Textile trade that I had to increase the capacity from three Aniline pots to four and finally to five, which is the maximum. As there was a demand for extra Myrbane, I put in extra Myrbane capacity, the largest amount having been sold to Brady's Rubber Company.

Then I put in a complete plant to make Paraphenylenediamine which just filled up. This was to help out the fur dyers, as there is a pound in the U. S. A., and I am the only maker, so far as I know.

In addition to Mr. Brady's \$35,000.00, I put in \$35,000.00. The balance is from profits. In addition, we have this morning \$35,000.00 in the bank. I have only one bookkeeper and he is overworked. In a short time, when we are not so rushed, I will have a detailed statement made.

Yours very truly

Thomas A. Edison

**General Letterbook Series  
Letterbook, LB-107 (1915)**

This letterbook covers the period September-November 1915. Most of the correspondence is by Edison and William H. Meadowcroft. Numerous items relate to the technical and commercial development of phonographs and recordings. There is also correspondence pertaining to Edison's benzol absorbing plants and other chemical manufacturing interests, as well as business conditions during World War I. A few documents concern the sale of toluol to the British government. There are also letters regarding Condensite, the phenolic resin varnish developed by Jonas W. Aylsworth and used to coat phonograph records, along with correspondence about Edison's cement business. The correspondents include motion picture executive J. Stuart Blackton, investment banker Clarence Dillon, and representatives of Mitsui & Co.

The spine is stamped "Letters" and is marked "T.A.E. From Sept. 25 1915 to Nov. 5 1915." The number "45" also appears on the spine. The book contains 700 numbered pages and an index. Approximately 5 percent of the book has been selected.

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Sept. 25th. 1915.

Stresen-Reuter & Hancock, Inc.,  
1501 South Peoria Street,  
Chicago, Ill.

Gentlemen:

Replying to your favor of the 22nd instant, we beg to say that we make pure Aniline Oil, which, so far as we know, is used for Blacks.

There is not much left now of my next year's production that is not contracted for. You had better let me know very quickly if you want any. It may be all sold before we can hear from you.

Yours very truly,

*It seems by the papers that Germany has  
decided to release a lot of American captives  
held at Amsterdam. There may be some  
American oil in the lot*

*First*

Sept. 25th. 1915.

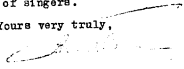
Mr. B. P. Woodward,  
% Talking Machine Department,  
Santa Fe Watch Company,  
821 Kansas Avenue,  
Topeka, Kan.

Dear Sir:

Your favor of the 16th instant to Edison Phonograph Company has been referred to me.

Let me say in reply that we have never yet put out a record made by a student. Our artists are chosen from carefully trained singers selected from all parts of the world. If the young man you refer to will state in which European city he studied I believe I can give him the names of all the principal artists of the Opera. I have in my Laboratory trial records of about 3200 foreign Opera singers, and of about 2600 American singers. This is the way we select them, namely, by sifting out the best from great masses of singers.

Yours very truly,



*Ernest*

Sept. 25th. 1915.

Mr. John A. Kern,  
337 Flatbush Avenue,  
Brooklyn, N. Y.

Dear Sir:

I am in receipt of your favor of the 20th instant, which has been read with much interest. I agree with you that the quality of the Saxophone is fine, and I myself am very partial to records of that instrument. Your request for a Saxophone Quartet will receive attention.

Yours very truly,

*Ernest*

Trent

Sept. 25th. 1915.

Mr. H. Phillips,  
% The Phonograph Shop,  
Greenwich, Conn.

Dear Sir:

I am in receipt of your favor of the 22nd instant. In reply let me say that we are doing advertising just now in a different way. We have had men out this summer giving recitals at more than 2,000 hotels all over the country. When I get a chance, I will send two or three trained recital men up to Greenwich to clean up the town. You will then realize that national advertising does not bring the results that well organized recitals get. It is not everything that can be sold by newspaper and magazine advertising.

Your postal-card advertisement is good, and I have read it with much interest.

Yours very truly,

*Edison*

Sept. 27th. 1915.

Mr. William Grosfeld,  
290 East 7th Street,  
New York City.

Dear Sir:

Replying to your favor of the  
23rd instmt, Mr. Edison says that he would  
not care to sell Paraphenylenediamine for  
export, as our American dyers are in serious  
need of all that he can make.

Yours very truly,  
Edison Laboratory.

Hirst

Sept. 27th. 1915.

American Smelting & Refining Co.,  
120 Broadway,  
New York City.

Attention of Mr. Kenneth S. Guiterman, Chief Chemist.

Dear Sir:

Your favor of the 24th instant in regard to Metallic Cobalt has been handed to me. Let me say in reply that for some years past we have used about 50 pounds of Cobalt per week. I have found that if I could get Cobalt Oxide around 40¢ per pound, I could use it in place of iron for starting batteries for automobiles. We are now shut out from this trade, because iron will not give satisfaction in very cold weather.

If I could obtain cheaply the crude mixture Oxides of Nickel and Cobalt, I can separate them easily in the process of obtaining the Cobalt in the right state.

I shall be pleased to hear further from you on this subject.

Yours very truly,

*Wm. H. Hirst*

*Amst*

Santa Fe Watch Company,  
821 Kansas Avenue,  
Topeka, Kan.

Sept. 27th. 191

Gentlemen:

I am in receipt of your favor of the 16th instant, and must say in reply that I am utterly astonished that our competitors in the phonograph business are circulating a report that I am not interested in the Edison Diamond Disc proposition, except to loan my name and that the machine is manufactured by a factory and laboratory entirely separate from my place, and that a royalty is paid me for the use of my name.

Never was any report more untrue than this. My personal laboratory is the center of all the technical work that has ever been done or is now being done in connection with the Edison Diamond Disc Phonograph. My factory, where the Edison Diamond Disc Phonographs are made, is situated right here in immediate contiguity to the Laboratory, and I am the principal owner of such factory. I personally direct the policy of the Company and all the manufacturing technique, even select personally all the materials that go into the manufacture of the Edison Diamond Disc Phonograph and records. Besides, I direct the choice of singers and the general technique of record making, and personally pass upon every master record before it goes into the factory to be duplicated.

Our competitors are just as well acquainted with these facts as I am, and if they are circulating any reports to the contrary, they know that such reports are absolutely untrue.

Yours very truly,

First

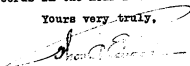
Sept. 30th. 1915.

Mr. D. F. Shirk,  
918 Kansas Avenue,  
Topeka, Kan.

Dear Sir:

Replying to your favor of the  
22nd instant, I beg to say that the new  
record of the selection "Come where the  
lilies bloom" is being taken up by our  
Recording Department, and we have no  
doubt that you will see it in one of our  
lists of records in the near future.

Yours very truly,



Hirst

Oct. 1st. 1915.

Mr. Samuel Hill,  
Maryhill, Wash..

My dear Mr. Hill:

I am the pleased recipient of  
a beautiful book on the Columbia River with  
your card enclosed, and I write to express to  
you my thanks for your kind remembrance of me  
in sending me this book, which is a joy and de-  
light.

Yours very truly,

*Wm. H. Hirst*

First

Oct. 2nd. 1916.

The Arthur H. Clark Company,  
Caxton Building,  
Cleveland, Ohio.

Gentlemen:

I beg to confirm my telegram of this date as follows:

"I will take Chemical Set number  
239 at price named your circular  
September 29th."

The above refers to the following in your circular  
letter of September 29th.

"AN IMPORTANT CHEMICAL SET (239)

An absolutely complete set of the  
Chemical News from its beginning in  
1860 to 1914 inclusive. 110 volumes  
large 8vo, bound in 58, newly and  
strongly bound in full buckram,  
London 1860 to 1914--\$225.00"

Please ship by express as follows:

Thomas A. Edison,  
Edison Laboratory,  
Orange, N. J.

Yours very truly,

*First*

Mr. James F. Duhig,  
1520 Bedford Avenue,  
Brooklyn, N. Y.

Dear Sir:

Your favor of the 15th ultimo was handed to Mr. Edison and he requests me to reply to you and apologize for the delay in answering your questions. He has been so very busy the last few weeks that his mail has suffered some delay.

You will be glad to learn that Harry Mayo and Harry Tally will make more records for us, so your wishes will be fulfilled, as we think you will be able to hear them regularly.

Mr. Edison wishes me to say also that he is going to get the music of the song you mention "O'er the Billowy Deep", and if he finds it suitable will have it recorded and issued.

Mr. Edison also wishes me to thank you for your kind words and compliments in regard to our machine and records.

Yours very truly,

*W.*  
Assistant to Mr. Edison.

Trust

Oct. 4th. 1916.

Mr. Max Epstein, President,  
German American Car Company,  
Harris Trust Building,  
Chicago, Ill.

Dear Mr. Epstein:

I beg to acknowledge receipt  
of your esteemed favor of the 29th ultimo,  
and also of the two tank car paper weights,  
which have just come to hand. It was very  
kind of you to remember your promise, and I  
thank you for sending them. I shall hand  
one of them to Mr. Edison with your compli-  
ments.

With kind regards, I remain,

Yours very truly,

*Secret*

Oct. 4th. 1915.

Mr. Keufel,  
% Keufel & Esser,  
800 Adams Street,  
Hoboken, N. J.

Dear Mr. Keufel:

I spoke to Mr. Edison in regard to the proposed visit of yourself and your two sons to our plant. He wishes me to say to you that after the fire we placed our machinery in various shops, and that while we are working in some of the buildings, much of the machinery is still scattered about in different places. He expects, however, that by Christmas, we will be in our newly renovated concrete buildings, and then he would be glad to have you go through, as the shop is organized on a new and entirely different basis from other shops, and he is sure you will be pleased.

Yours very truly,

Assistant to Mr. Edison.

Oct. 4th. 1915.

Mr. W. J. Spaulding,  
1905 Cleveland Avenue,  
Santa Barbara, Cal.

Dear Sir:

Your favor of the 15th ultimo  
was handed to me. I regret to say that  
we shall be unable to take a trial record  
of your voice out there on the Pacific  
Coast, as we have no professional record-  
ing device out there. Our only Recording  
Department is in New York City at #79 Fifth  
Avenue.

If you ever come as far as New  
York, we shall be glad to have you call in  
there and see Mr. W. H. Miller, the Manager,  
who will make a trial record of your voice  
and send it over to Mr. Edison for his hear-  
ing.

In order to avoid any misunder-  
standing, let me say that we do not pay the  
expenses of singers coming to make trial rec-  
ords.

Yours very truly,

*W. H. Miller*  
Assistant to Mr. Edison.

Herist

Oct. 4th. 1915.

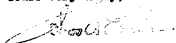
Mr. Kenneth S. Guiterman,  
American Smelting & Refining Co.,  
120 Broadway,  
New York City.

Dear Sir:

Replying to your favor of the 29th ultimo, let me say that in my process I must dissolve the Oxides, and in doing so I can easily separate the two metals. This is done by a new reaction, and the cost is not more than 30 cents per hundred pounds of the Mixed Oxides.

At this time I cannot tell how much I should be able to use, because I must first work up the Trade in a special type of battery for lighting and starting automobiles. This special battery would be in competition with lead batteries, which are very cheaply made and sold, but do not give satisfaction. Therefore, I cannot break into this business except I can get cheap Cobalt.

Yours very truly,



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548

Oct. 5th. 1915.

T. Commerford Martin, Esq.,  
29 West 39th Street,  
New York City.

My dear Mr. Martin:

The blow has fallen! In other words, Mr. Edison has finally made up his mind that he cannot go to San Francisco for Edison Day. He has thought it all over carefully. He has taken a lot of contracts with various mills and factories for Aniline dye material and Carbollic Acid. So far as we are concerned here, these are new industries and our manufacturing plants require a great deal of his personal attention. He cannot relegate this to anyone else, and if the material is not supplied as contracted for, a great many employees connected with the various industries would be thrown out of work and other serious consequences would ensue. He has, therefore, finally decided that it is his duty to stand by his factories, which would make the San Francisco trip entirely out of the question.

Mr. Insull telegraphed him this morning asking if he would be in San Francisco on the 21st instant, stating that he (Insull) would be there. Mr. Edison wrote out a reply to this telegram in his own hand-writing, and I will give it to you just as he wrote it. It is as follows, just as I sent it to Mr. Insull:

"On account of great pressure on me from many mills for dye stuff material and to prevent laying off their men I feel it my duty to stand by my factories and not go to Frisco."

It is too bad that this ends all our plans, knowing all the circumstances as I do, I must confess that I cannot see it in any other light, than to agree with the decision he has arrived at. If at the present time he should be away from here for ten or twelve days there is no telling what serious things might happen that would cause him a great deal of anxiety and unhappiness.

Yours very truly,

First

Oct. 4th. 1915.

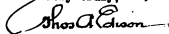
Mr. E. Clarence Miller,  
& Bioren & Company,  
314 Chestnut Street,  
Philadelphia, Pa.

Dear Mr. Miller:

I must ask you to kindly  
pardon the delay in replying to your re-  
cent favor in regard to Miss Gladys Gane.  
I have been so fearfully busy the last  
few weeks that it is been simply impossible  
to give prompt attention to my mail.

I have sent a letter to Mr.  
McChesney asking him to give Miss Gane such  
an opportunity as her merits deserve.

Yours very truly,

Chas A. Dixon

Secret

Oct. 4th. 1915.

Mr. J. A. Quint,  
% Washburn Crosby Co.,  
Minneapolis, Minn.

Dear Sir:

I am in receipt of your favor of the 27th ultimo containing suggestion of a miniature electric lamp which would light up automatically on opening the top of the phonograph.

The suggestion is a good one, and I know of two persons who have placed pocket flash lamps with push button on their phonographs.

We have been asked to make this part of our equipment, but our factories are so rushed with work on the instrument and records that it is simply impossible at present to take the time to provide for this and other desirable devices.

Thanking you for your kind interest,

I remain,

Yours very truly,

215

321

Oct. 4th. 1916.

Mr. Arthur Williams, President,  
The Electrical Show Company,  
Irving Place and Fifteenth Street,  
New York City.

Dear Mr. Williams:

Allow me to thank you for  
your kind invitation to attend the formal  
opening of the Ninth Annual Electrical Ex-  
position and Motor Show on Wednesday after-  
noon. Unfortunately, I cannot be present,  
as I meet with Secretary Daniels and the  
other members of the Advisory Board at Wash-  
ington on that date.

I regret my inability to be  
present on such an interesting occasion, but  
thank you for the opportunity so kindly offered.

Yours very truly,



Frank Williams

With a sign of the hand

10

First

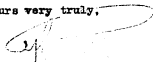
Oct. 4th. 1915.

The J. B. Williams Company,  
Glastonbury, Conn.

Gentlemen:

Your favor of the 28th ultimo was received. Let me say in reply that I have no expectation of extending our list of materials manufactured at my Chemical Plant, as it is so much out of my regular line of work. I was compelled to produce most of the chemicals in my list for my own use, as it was impossible to depend upon a supply from abroad. Let me say that none of the chemicals you mention are difficult to make. Why not make them yourselves.

Yours very truly,



First

Oct. 4th. 191

Miss A. M. Wernersten,  
3615 Franklin Boulevard,  
Chicago, Ill.

Dear Madam:

Replying to your favor of the 24th ultimo, let me thank you for your congratulations on our piano record #50200. We are still experimenting on piano recording. So far it is a very difficult proposition, but as soon as we perfect the recording I shall have records made of high class music by well known artists.

Replying to your question in regard to Askte, I regret to say that her voice has changed so much that I was obliged to reject all the later records she made for me. It is a great pity.

Yours very truly,

*Forest*

*637*

Oct. 6th. 1915.

Mr. L. W. Faber, President,  
Eberhard Faber Pencil Company,  
39 - 45 Greenpoint Avenue,  
Brooklyn, N. Y.

Dear Sir:

I beg to acknowledge receipt of your esteemed favor of the fifth instant, contents of which have been read with much interest. Allow me to express our appreciation of your kindness in taking this matter up so thoroughly and also for your courtesy in sending the package of pencils, and also in making up a special lot of #481/1.

When these come to hand I will have Mr. Edison try them, and those of us who use those softer pencils will also make trial of them, and advise you as to the results.

Yours very truly,

*W. H. Meadowcroft*  
Assistant to Mr. Edison

*P.S. They have just come in, and both kinds are fine. I will let Mr. Edison know.*

250

Oct. 8th. 1915.

Mr. S. M. Fowler,  
Life Saving Devices Co.,  
1008 Times Building,  
New York City.

Dear Sir:

Replying to your favor of the  
sixth instant, I beg to say that we have  
purchased a Lungmotor, which has been sent  
over to our Chemical Plant at Silver Lake,  
N. J.

Yours very truly,

Assistant to Mr. Edison.

*File*

Oct. 8th. 1915.

Alphonzo Smith Piano House,  
25 Flatbush Avenue,  
Brooklyn, N. Y.

Gentlemen:

Your favor of the 30th ultimo to Mr. Ireton was passed on to me, and I would say in reply that the material, Condensite, which we are compelled to use to get the proper results is one of the most difficult things to work. Inasmuch as we are always willing to exchange defective records I do not quite understand why the matter is so serious. You may be sure that if it were possible to make all records perfect, we would not hesitate to expend any amount of money to do so.

Yours very truly,

*Sho. C. Brown*

First

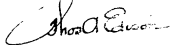
Oct. 6th. 1915.

Miss Gertrude E. Fiske.  
% Capt. George Rowland,  
S. S. Priscilla,  
Fall River Line.  
Fall River, Mass.

Dear Miss Fiske:

Allow me to offer my congratulations to you on winning the first prize offered by our friend Mr. W. D. Wil-  
mot for the best Advergraph on the Edison  
Diamond Disc Phonograph. Yours is very  
clear and expressive, and I must thank you  
for the nice compliments you have expressed  
towards me in it.

Yours very truly,

Thomas Edison

First

Oct. 6th. 1915.

Miss Edna F. Winn,  
549 N. Main Street,  
Fall River, Mass.

Dear Miss Winn:

I wish to congratulate you  
on the clear and concise Advergraph with  
which you won second prize in the contest  
originated by our friend Mr. T. D. Wilmot.  
You have earned the compliments which I  
now extend to you.

Yours very truly,

Thomas A. Edison

*First*

Oct. 8th. 1915.

Mr. H. O. Walker,  
309 Security Bldg.,  
Galveston, Texas.

Dear Sir:

Replying to your favor of the  
24th instant, we beg to say that we have  
not yet recorded the selection entitled  
"The Baseball Girl" for the Diamond Disc  
records. We will get the music and look  
into this to see if it is suitable for  
our records, and if so we will put it on  
our future lists.

Yours very truly,

Edison Laboratory.

Oct. 11th. 1915.

Henry W. Peabody & Co.,  
17 State Street,  
New York City.

Gentlemen:

Your favor of the fifth instant in regard to Garnetlac has been received. I have shown it to Mr. Edison. He says we cannot use anything but TMShellac.

Let me say for your guidance that it is about time you dropped this matter of Garnetlac. Mr. Edison is getting tired of your continually trying to push it to his notice. We have told Mr. Mulford several times not to mention the subject again. Mr. Edison does not forget. He has not forgotten that you submitted Garnetlac, and he is getting rather tired of having the subject constantly brought up.

Yours very truly,

Assistant to Mr. Edison.

Oct. 11th. 1915.

Mr. Thornton W. Allen, Sec'y.,  
Newark Music Festival Association,  
414 Wise Building,  
Newark, N. J.

Dear Sir:

I am in receipt of your favor  
of the second instant, and in reply beg  
to say that I desire to remain a member  
of the Association for the season 1915-1916,  
so please retain my name among your member-  
ship.

Yours very truly,



Oct. 11th. 1915.

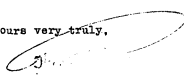
Mr. George Henderson,  
701 Franklin Building,  
Philadelphia, Pa.

Dear Sir:

I am in receipt of your favor of the seventh instant, and in reply beg to say that the value of the property far exceeds the bonds. For four or five years past there has been a price cutting war between the various cement companies. This has resulted in great losses to all. We decided not to run at all this year and let the others fight it out.

I have lately been experimenting on the process, and before starting up the plant again I hope to be able to put in new apparatus to so reduce the cost that we can be indifferent to any price cutting war and easily earn interest on the bonds, and considerable besides.

Yours very truly,



205  

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426

Oct. 12th. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

I received your favor of the 11th instant, asking how much Toluol we have on hand at Woodward. Having received no answer from your office on the telephone, I presume you are keeping the holiday today. I, therefore, enclose you the latest daily report we have received from Woodward, which shows they had on hand October 8th, 1,462 gallons pure Toluol, 1,786 gallons crude; and 4,173 gallons washed. Of course, there is a loss in distilling the crude and washed, so I cannot tell just what they will have ~~thereby~~ in the shape of pure Toluol.

There is no reason why you should not have copies of these daily reports, and I have written to Mr. Opdyke asking him to send them to you every day. Will you please return the enclosed report to me.

Yours very truly,

*W. H. Meadowcroft*  
Assistant to Mr. Edison

Enclosure.

Gus

443

Oct. 13th. 1915

Mr. John F. Kehoe, President,  
Lister Agricultural Chemical Co.,  
2 Rector Street,  
New York City.

My dear Kehoe:

I am awfully sorry that I happened to be away the day that you called with our friend Hoffman. I should have liked very much to have renewed our old acquaintance and have had a chat with you. I am going away to-morrow to San Francisco but shall not be away long, and on returning hope that you will make an appointment and come over and make me a little visit. It is a long time since I saw you.

I feel guilty in having detained your tank car a little longer than it ought to have been detained, but we have not finished arranging for our storage capacity for our Acid. I am rushing my people to get it emptied and have it returned.

Yours sincerely,

*John F. Kehoe*

*Trist*

Oct. 12th. 1915.

Mr. William H. Blauvelt,  
1917 W. Genesee Street,  
Syracuse, N. Y.

My dear Mr. Blauvelt:

I am in receipt of  
your favor of the ninth instant, and take  
pleasure in sending to you for Mrs. Blau-  
velt a photograph, which I have autographed  
for her, and which she may use for the  
purpose she has in mind.

I trust it will be  
safely received and found all right.

Yours sincerely,

*J. D. [Signature]*

P.S. Do you find that straw oil cracks in time  
and becomes less efficient as an absorbent?

*[Signature]*

*First*

Oct: 12th. 1915.

Clarence Dillon, Esq.,  
2 W. A. Reed & Company,  
Nassau & Cedar Streets,  
New York City.

Dear Mr. Dillon:

Mr. Meadowcroft has told me from time to time of your telephone talks with him as to whether arrangements could not be made for us to get together again to discuss the coalition project which we discussed a few weeks ago down in Silver Lake. I have been so extremely busy lately that it has been simply impossible for me to take up anything except my active problems.

Let me say that I have given a good deal of thought to the co-operation which you proposed, and in view of the course which I have laid out for myself, since I last saw you, I have about decided to go it alone. As you are aware, I am interested in the Phenol question, as I am a very large and constantly increasing user of it myself, and during the development of my second Phenol Plant, many promising possibilities have presented themselves, and it looks to me now that I shall spend about a year on working out a simplified and better process. I could not do this unless the plant were absolutely my own, leaving me free and unhindered to pursue my experimental ways in the manner to which I have been accustomed for so many years. I could not do this if I were interested with others, and as my interest has been greatly aroused, I think I should prefer to take matters in my own particular way and solve some interesting problems.

With many thanks for your kind interest and offers,

I remain,

Yours very truly,

*C. A. Reed*

*First*

Oct. 14th. 1915.

Spencer Trask & Company,  
25 Broad Street,  
New York City.

Gentlemen:

I have received your favor of the 11th instant in regard to Mr. Charles S. Bradley, of 41 Park Row, New York, and his plan for the recovery of potash from Great Salt Lake.

Let me say in reply that I have known Mr. Bradley for more than thirty years, and can say of him that he is a good experimenter.

I wish to call your attention to the fact that at Akron, Ohio there is a large soda works, and for years they have pumped into ponds and wells, covering 15 or 20 acres, millions of tons of Chloride of Calcium, the by-product of the manufacture of soda from salt.

Yours very truly,

*Thomas A. Edison*

Hurst

Oct. 15th. 1915.

Mr. J. Stuart Blackton,  
The Vitagraph Co. of America,  
Lochust Avenue,  
Brooklyn, N. Y.

Dear Sir:

Your favor of the 1st instant  
to Mr. Edison was received. He was <sup>so</sup> busily  
occupied with his important work at his  
Chemical Plants during the last five or  
six weeks that his mail fell very much in  
arrears, and I could not get his attention  
to everything that should have been attended  
to previous to his departure for San Fran-  
cisco last night.

Your letter was put on file for  
attention after his return.

Yours very truly,

Assistant to Mr. Edison.

First

Oct. 16th. 1915.

Dr. L. H. Baekeland,  
Yonkers, N. Y.

Dear Dr. Baekeland:

Just a few hours before Mr. Edison left for San Francisco he handed me a memorandum to be transmitted to you. This memorandum has reference to your letter to Mr. Thomas Robins of the 11th instant, copy of which was forwarded to Mr. Edison.

Mr. Edison's memorandum was as follows:

"Friend Baekeland,

The Navy wants to get a practical way of absorbing Hydrogen from the air in submarines. The production of Hydrogen and Oxygen on charging storage batteries is very considerable, but as charging always takes place on the surface, the gases are gotten rid of by the ventilating fans. On the other hand, when they are submerged, some Oxygen and Hydrogen is given off, and if the submarine stays down too long it reaches the point of becoming an explosive mixture.

Before the Board was organized I was working on this problem, and absorbing by permanganate but this works very slow. Another scheme was the pumping of the gases through unglazed porcelain. In this process the Hydrogen passes very much more rapidly than Oxygen. I think this can be made practical.

Won't you please think up other absorbers or methods and see what can be done?

Edison."

Yours very truly,

111

Oct. 16th. 1915.

Mr. Stanley Doggett,  
99 John Street,  
New York City.

Dear Sir:

Your favor of the 15th instant to Mr. Edison has been received. As you are aware, he has gone to San Francisco and will be away between two and three weeks. Before he left he went over the Aniline situation very thoroughly and made up a schedule of deliveries, under which he apportioned out our product to our various customers, dealing with you very liberally, as we have done from the first.

Under the schedule that Mr. Edison has made, the Firestone people will get 12,000 pounds this month, which is 2,000 pounds on account of back deliveries. The Millville people will get 11,000 pounds, which is 1,000 pounds on account of back deliveries. Under this same schedule you were to receive 1800 pounds this month.

Yours very truly,

Assistant to Mr. Edison.

*Trust*

October 18th, 1915.

Mr. Thomas H. Martillie, Sales Manager,  
United Lead Company,  
111 Broadway, New York City.

Dear Sir:

I beg to acknowledge receipt of your favor of the 11th instant, which was read with a great deal of interest. I showed it to Mr. Edison, and he also was very much interested in it and referred it to one of our experts to see whether we could use the flanged tank. I am sorry to report that our expert says we could not use a tank with the flange in the middle, as it would not go with the rest of our layout. We use quite a large number of these tanks.

I think it would probably pay for one of your men to come over sometime and see our Mr. Goldthwaite. We should have to arrange the matter by appointment, as he is over at the Chemical Works, and no strangers are allowed over there. Your representative would have to come here to the Laboratory and meet Mr. Goldthwaite here. Perhaps by talking the matter over with him, you might arrive at some decision that would be practicable for both sides.

Yours very truly,

Assistant to Mr. Edison.

RM

*Hurst*

October 19th, 1915.

Mr. Antonio Sala,  
71 E. Elm Street,  
Chicago, Ill.

Dear Sir:-

Your favor of the 12th instant to Mr.

Edison was received, but it was too late to be brought to his attention before he left for San Francisco.

In his absence I cannot say definitely, but feel quite sure he would like to have you drop in at our Recording Department and make another trial record if you should happen to be in New York City. However, I will bring your letter to his attention when he comes back from the Pacific Coast, which I expect will be in the first part of November.

Yours very truly,

*H. J. Hurst*  
Assistant to Mr. Edison.

RM

Trust  
546

Oct. 21st. 1915.

R. F. Downing & Company,  
27 Pearl Street,  
New York City.

Gentlemen:

Herewith I beg to hand you a letter from F. W. Myer & Company, together with consular and duplicate invoices relating to a shipment of Benzol made by the Dominion Iron & Steel Company from Sydney, Nova Scotia to Mr. Edison in car KTL 622.

Let me say in explanation that we have regular shipment of Benzol from the Dominion Iron & Steel Company, but most of them go through House Point and the entries are attended to by F. W. Myers & Company. A few weeks ago one of these cars of Benzol was seized for alleged undervaluation and the case is now pending.

To avoid this on subsequent shipment, Messrs. F. W. Myers & Company made an addition to meet advances by appraiser, and so the last car came through all right on the basis of this entry.

We are forwarding these papers to you so that you can make entry for us on this car of Benzol. Mr. Strauss of Strauss & Hedges suggested your firm to take care of this, and also suggested that you get in touch with him before making the actual entry. Will you please, therefore, get in communication with Mr. Strauss before you make the entry, as Mr. Edison does not wish to run risk of another car being seized.

Kindly acknowledge receipt of this letter and the enclosed papers and state whether you understand the matter clearly.

Yours very truly,

Assistant to Mr. Edison.

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549

Oct. 21st. 1911

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City. Attention of Mr. Takeki.

Dear Sir:

I beg to acknowledge receipt of your favor of the 18th instant in regard to making up the deficiencies in our shipment of Phenol under the present contract. This matter is receiving careful attention. I had a conference with the Superintendent of the plant this morning, and believe that we shall be able to make up the delayed deliveries by the end of this year.

I am giving this matter my personal attention and will not neglect any opportunity of pushing the matter forward.

Yours very truly,



Assistant to Mr. Edison.

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October 26, 1915.

J. P. Morgan & Co.,  
23 Wall Street.  
New York City.

Dear Sirs:

Enclosed find five bills dated October 21st. covering shipment of Toluol to His Britannic Majesty's Government, with inspector's certificates and bill of lading attached. Please mail us your check for \$2713.40 to cover and return three inspectors certificates signed and oblige.

Yours very truly,

Secretary.

# Hirst

Oct. 29th. 1916.

Mr. John W. Lieb,  
124 East 26th Street,  
New York City.

My dear Mr. Lieb:

I am in receipt of your esteemed favor of the 25th instant, and take great pleasure in handing to you herewith a letter of introduction for Miss Mann to present to Mr. Walter H. Miller at our Recording Department, 79 Fifth Avenue.

You will find that Miss Mann will receive courteous attention and will be given an opportunity to make one or more trial records to be sent to Mr. Edison for his hearing.

I am sure you will not object to my giving you a friendly "tip", so that you may possibly think it well to pass it on to the young lady in order to avoid disappointment. The point is this: the phonograph is very peculiar in that it requires certain peculiarities of voice to make perfect records. You will be surprised when I tell you that of all the voices we tried, only three or four per cent are available, according to Mr. Edison's standard. He is searching all the time for new singers and is very anxious to obtain all he can. There is, therefore, no doubt about that point, as he is more than anxious to add to our staff of artists. He had an expert with assistants travelling all over Europe for more than two years getting records of opera and conservatory singers. We have between two and three thousand of these records up here in the Laboratory, but not more than 3% of them were available from Mr. Edison's standpoint.

I am taking the trouble to explain this matter fully to you as one of our old and valued friends, in order that you may thoroughly understand. I trust that Miss Mann's voice will turn out to be one of the exceptions. At any rate, she will be given every opportunity to try what she can do.

With kind regards, I remain,

Yours very truly,

*Wm. H. Miller*

Enclosure.

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Oct. 30th. 1915.

Mr. W. S. Mallory, President,  
Edison Portland Cement Company,  
Stewartsville, N. J.

Dear Mr. Mallory:

I am in receipt of your favor of the 29th instant in regard to Pulverized Limestone. I believe it is used for the same purpose to which we apply it, namely, in the manufacture of Carbollic Acid.

I do not know whether Mr. Edison would wish you to canvas the Trade or not. Our relations with the people at the back of the American Synthetic Dye Company are quite special, and I received Mr. Edison's special consent to tell them what we use and where we obtain it, that is, in relation to the Pulverized Limestone. These people have a contract for about six million dollars worth of Picric Acid for one of the foreign governments, and in order to make Picric Acid, they must first make Carbollic. The concern is backed by or invested with, Butterworth-Judson Company, from whom we buy a great deal of acids and are on special friendly relations.

Inasmuch as their Carbollic would not come in competition with Mr. Edison's on the market, he made no objection to telling them where we got our Limestone. Whether or not he would want to bring it to the attention of the other manufacturers of Carbollic I don't know.

From such information as I have been able to obtain, he will be home about the 14th of November. Do you not think you had better wait until his return and ask him about it?

He must be working hard in California to sleep fourteen hours at a stretch. I hope he is having a good time with it.

Yours very truly,

*Lucret*

Oct. 30th. 1915.

Mr. J. H. Plummer, President,  
Dominion Iron & Steel Co.,  
Sydney, Nova Scotia.

Dear Mr. Plummer:

Mr. Edison is in California at the present time, and I do not expect him to return for about two weeks, so I must take it upon myself to write you in regard to the matter of the car of Benzol that was seized by the United States Government.

As you are aware, we have taken an appeal for re-appraisalment and the trial of the case is set down for November 17th. The time is, therefore, very short. Our legal representatives have written to us again stating that they have been unable to secure from your Company any figures that would indicate the cost of production. It appears that they have tried time and time again but without any success.

The burden of proof is on Mr. Edison, and this necessarily means that the affirmative is with us and that we must do something to sustain our contention that the entered values are correct. Every day's delay on this matter adds to the cost, and I trust you will kindly have your Company's officials furnish the information that has been so frequently asked for by Strauss & Hedges, our legal representatives in this matter.

Yours very truly,

*Lucret*  
Assistant to Mr. Edison.

**General Letterbook Series  
Letterbook, LB-108 (1915)**

This letterbook covers the period November-December 1915. Most of the correspondence is by Edison and William H. Meadowcroft. Numerous items relate to the technical and commercial development of motion pictures, phonographs, and phonograph recordings. There is also correspondence concerning Edison's benzol absorbing plants and chemical manufacturing interests, as well as business conditions during World War I. Additional items pertain to personnel changes at Edison's motion picture studio, industrial safety, the Naval Consulting Board, and Edison's opinion about high-school education for boys and girls. The correspondents include chemist and inventor Leo H. Baekeland; longtime Edison associate Herman E. Dick; engineer and inventor William L. Saunders, president of the Ingersoll-Rand Co.; and representatives of J. P. Morgan & Co. and Mitsui & Co.

The spine is stamped "Letters" and is marked "T.A.E. From Nov. 5-1915 To Dec. 16- 1915." The number "46" also appears on the spine. The book contains 701 numbered pages and an index. Approximately 10 percent of the book has been selected.

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Swift, & Co.	695-

Tornabell & Co.	4-
Tracy, Miss R.	23-
Tierney, R. J.	57-
Tilton & Son, L. H.	151-
Thayer, B. B.	222-
Thammine, Dr. J.	273-
Terrill & Co. A. S.	274½-
Thwaites, D.	283-
Thomas & Co.	334-
Taylor, C. J.	358-
Topp & Worburgh	339-
Taylor Co. N. & H.	360-580-
Turned Concrete Steel	419-
Thonet Bros.	434-
Takagi, Dr. B. S. W.	435-
Thomas, Rev. L. B.	581-
Treloar, Mrs. M. H.	609-

Whelan, H. E.

118-

Universal Iron Supply Co. 645-683-

U

Verlet, Mlle. A.	85-309-
Vance, L. F.	152-
Van Nostrand Co, D.	153-
Voorhees, J. H.	223-
Verable, C. L.	310-
Valentine, H. E.	376-679-

Dartbury, S.	5-
Hiltz, Miss M. B.	24-
Matters & Co, A. W.	36-
Meichen, S.	120- 468- 610-
Mynne, S.	121-
Milson, H. C.	122-
Matters & Co, A. W.	124-
Oraldo, Dr. H.	205-
Oranthen, J. H.	242-
Orlley, C. M.	245-
Wilkinson, H. A.	246-
Oralch, C.	247-
Whiting, H. A.	248-
Williams, J. D.	249-
Woodward-Lyon Co.	249-
Oralier, C. T.	311-
Wardlaw, H. A.	340-
Wetysacher,	341-
Orlby Co, J.	361-
Weeks, E. R.	362-
Oradleigh, H. A.	363-
Woodward-Lyon Co.	368- 372- 624
Oraldo, H.	394-
Orunge Evans	421- 573- 611-
Orathins Medical Co, J. R.	439-
Wood, H. C.	463-
Wagner, A. H.	465-
Walker, R. C.	490-
Whiting, H. A.	491-
Waggoner, J. W.	492-
Wells, R.	541-
Waly, Miss H. H.	542-
Wroe, H. A.	543-
Wilson, E. B.	582-
Wilson, H. C.	643-
Walton, Rev. W. H.	650-

Yerkes, H. A.  
Young Co, H. L.  
York Spinning Mills Co,  
Young, H. L.  
Yocum, W.

86-681-  
87-  
123-254-342-  
285-  
464-

20  
Zohel Co, C.  
Zehon, H. J.

25-  
440-

Hurst

Nov. 6th. 1918.

Mr. J. E. Marriner,  
Burgess Sulphite Fibre Co.,  
Portland, Me.

Dear Mr. Marriner:

In reply to your favor of the first instant I would say that we have not made much progress in experimenting with the use of Kraft for unbleached sulphite for our record disc. We commence about July to provide for our winter business, and rarely go into experimenting between that time and the Holidays. Besides, Mr. Edison has been extraordinarily busy on his chemical plants the last few months. He intends, however, to take it up now in the near future.

I am very much obliged to you indeed for your kindness in suggesting a prospect for obtaining fine wood floor. Our second Vice President is looking into this matter personally. It was very kind of you to remember us in this connection.

With kindest regards to all, I remain,

Yours very truly,

*W. H. Meadowcroft*

*First*

Nov. 8th. 1915.

Mr. F. W. Johnson,  
Edison Demonstrator,  
c/o E. S. Williams Co.,  
Toronto, Canada.

Dear Sir:

I have received your favor of the 29th ultimo, and would say in reply that Mr. Edison is usually willing to make trial records of artists who are desirous of submitting records for us to pass upon.

Unfortunately, we have no means of taking a record except at our Recording Department, which is at 79 Fifth Avenue, New York City. If Mr. Undricek happens to be coming on to New York some day, he can present the enclosed letter to Mr. W. H. Miller, the Manager of our Recording Department, and every opportunity will be given to him to make a trial record.

Please let it be understood that we do not pay the expenses of artists coming to the Laboratory to make trial records. I return the scrap book by Registered Mail under separate cover.

Yours very truly,

*W. H. Miller*  
Assistant to Mr. Edison.

*First*

Nov. 9th. 1915.

Cincinnati Chamber of Commerce,

Cincinnati, Ohio.

Gentlemen:

I was afraid I have appeared somewhat lacking in courtesy to you in not having replied to your telegram before now. The fact of the matter is, we were going so constantly that I could not attempt to even look at letters or telegrams, and they were given to my wife. She was busy also every moment, and a number of telegrams and letters were mislaid, and I did not see them until after our arrival home.

I am sorry for the seeming negligence on my part,  
I am very sorry that it happened.

Yours very truly,

*John C. ...*

First

Nov. 11th. 1916.

Miss Mary A. B. Girard,  
818 Hyde Park Boulevard,  
Chicago, Ill.

Dear Madam:

Your favor of the 26th ultimo has been handed to Mr. Edison on his return from California. He requests us to say that the proper way to judge of this matter would be for you to make a trial record of the matter that you mention. If, therefore, you happen to be in New York at some future time and are willing to make a trial record, you can take this letter to Mr. W. H. Miller, the Manager of our Recording Department at 79 Fifth Avenue, New York, and he will make a trial record and send it over to Mr. Edison for his hearing.

It must be understood that we do not pay the expenses of singers or speakers coming to make trial records at our Recording Laboratory.

Yours very truly,

Edison Laboratory.

W. H. M.

*First*

Nov. 11th. 1915.

Mr. J. Harry Cunningham,  
48 Post Building,  
Washington, D. C.

Dear Mr. Cunningham:

There are times when I regret my deafness more than usual. Such a time is the present, when I am compelled to write and say that I shall be unable to avail myself of the kind invitation to the dinner of the Gridiron Club on December 11th. Much as I would like to be present, I shall have to deny myself the pleasure. I am too deaf to hear what is going on around me, and I think you will appreciate that it is pretty hard to see a lot of men enjoying themselves and not have the slightest idea what it is all about.

With many thanks, however, for the courtesy of the invitation, I remain,

Yours very truly,

*Wm. C. Sullivan*

Answer

Nov. 10th. 1936.

Prof. A. W. Nolan,  
University of Illinois,  
Urbana, Ill.

Dear Sir:

You ask what my answer would be to the following two questions:

"Should boys and girls go to High School?"  
"Why?"

To the first question I should say very decidedly, yes!  
To answer the second question "Why?" in detail would require many sheets of paper. The simplest way to answer this is to say that I cannot think of one single reason why boys and girls should not go to high school.

The whole thing comes down to a very simply proposition, "Is it or is it not a good thing to be prepared?" I can see only one answer.

Yours very truly,

Howard Crosby

*Transit*

Nov. 13, 1911.

Mr. Chesley R. Perry, Secretary,  
International Association of Rotary Clubs,  
910 Michigan Avenue,  
Chicago, Ill.

Dear Sir:

I am in receipt of your favor of the fifth instant, and in reply beg to say that what I mean is that we shall not buy things that we can produce or make better and cheaper in this country, and exchange these for things which can be produced or made better and cheaper abroad. At the present time it is a one-sided affair.

Yours very truly,

*W. A. R. Perry*

Hirst

Nov. 10th. 1915.

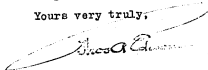
Mr. Clarence D. Skinner,  
901 Monroe Street,  
Topeka, Kansas.

Dear Sir:

Replying to your favor of the 25th ultimo, let me say that I am in favor of creating instrumentalities whereby, in the event of war, immense quantities of fighting machinery and ammunition could be manufactured. I am also in favor of a well balanced Navy, equal to that of any other nation; also a highly organized General Staff, and one more West Point.

As to the fighting men, that is a subject with which I am not familiar, and upon which I do not care to express an opinion.

Yours very truly,



Hirst

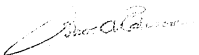
Nov. 10th. 1915.

Mr. Leon H. Schenck,  
Schenectady Technical High School,  
Schenectady, N. Y.

Dear Sir:

On my return from California I find  
your favor of the 19th ultimo, and also an  
old bamboo filament lamp which you kindly sent  
me. It is a very interesting memento, and I  
thank you for it.

Yours very truly,



Hurst

C1203

468

Nov. 11th. 1915.

Mr. Theodore Weicker, Vice President,  
E. R. Squibb & Sons,  
78 Beekman Street,  
New York City.

Dear Mr. Weicker:

On my return from California Mr.  
Meadowcroft has shown me the proposed label  
for Carbolio Crystals, with a certificate  
bearing my facsimile signature.

Let me say in regard thereto that  
I am quite agreeable to your printing the  
certificate in that form for your labels, and  
for the use of a facsimile of my signature  
imprinted thereon.

Yours very truly,

*Theodore Weicker*

445

Nov. 17th. 1915.

SUBJECT: Hydrogen Absorption for Storage Batteries.

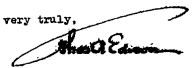
Dr. L. H. Baekeland,  
Yonkers, N. Y.

My dear Dr. Baekeland:

I have received your favor of the 15th instant which I have read with a great deal of interest. My Assistant, Mr. Dinwiddie, has tried Copper Oxide, and it works well. I have been afraid of heat, so am trying an apparatus to burn the Hydrogen in closed cylinders which are worked intermittently like those of a gas engine. This is to absolutely prevent any possibility of explosion, no matter what occurs. I am using Copper Oxide in this scheme.

When the Submarine is at the surface, the ventilation system is ample, but when submerged, the Hydrogen must be gotten rid of so that there is no gas leaving the boat to indicate its presence to the enemy.

Yours very truly,



Copies sent to:

Rear Admiral Joseph Strauss,  
Chief of Bureau of Ordnance,Mr. Thomas Robins,  
Secretary of Naval Consulting Board.

Committee on Chemistry and Physics.

Committee on Submarines.

First

Nov. 17th. 1915.

Mr. Robert H. Coleman,  
Hyde Park-on-Hudson,  
New York.

Dear Mr. Coleman:

As I read your favor of the tenth instant, there comes back to me recollections of the small incandescent light plants we put in for you in the pioneering days of the early 80's. Yes, I remember the visit to Cornwall, and also that it was an interesting trip.

It is interesting to look back on the early days of the electric light. The problems were many and soul-satisfying, and we kept on growing all the time.

Many thanks for your letter.

Yours very truly,

*John D. ...*

22:

*Handwritten signature*

Nov. 18th. 1915.

Mr. Jess H. Voorhees,  
General Delivery,  
Grand Canyon, Ariz.

Dear Sir:

I have received your favor of the 12th instant, and beg to say in reply that I have given your article to our Advertising Manager. I cannot say at this moment whether or not he can use it.

Here is something that I would like to have you do for me. You will find check for \$10.00 enclosed. I would like to have you strip some bark from the twigs and the main stems of the Cinchona bush that grow everywhere at the Canyon. I want about three or four pounds of the bark so that I can test it to see if there is enough alkaloid in it to make it a paying proposition to gather it. I do not want the wood, but only the bark. A pen knife will start it, and then you can pull the bark off the twigs and main stem. For your guidance I would say there is a little white stem at the end of the bush, but I suppose everyone around the Canyon knows the Cinchona bush.

Please be sure and strip the bark from the large part of the stems. Keep the bark of the stems separate from the bark of the main trunk, as I want to see which contains the largest quantity of alkaloid.

I want to get this bark right away, and shall be obliged if you will kindly attend to this matter for me at once, and send the package by express or insured parcel post, addressed to my Assistant, Mr. W. H. Meadowcroft, Edison Laboratory, Orange, N. J.

Yours very truly,

*Thomas A. Edison*

*First*

Nov. 19th. 1915.

Mr. William Place, Jr.,  
Miner Block,  
Jackson, Mich.

Dear Sir:

Replying to your recent favor, we  
beg to say that the test mandolin record was  
sent over, and the following is Mr. Edison's  
criticisms.

"The unmusical sound of the  
picker has double the volume  
of the musical sounds and the  
resultant is very bad, the sound  
from the picker must be toned  
down before a mandolin can be  
a howling success. Try all kinds  
of pickers and all kinds of  
material for pickers".

Yours very truly,

Edison Laboratory.

*First*

Mr. T. C. Crane,  
Filling & Crane,  
Broad & Chestnut Sts.,  
Philadelphia, Pa.

Dear Mr. Crane:

Replying to your favor of the 17th instant, let me say that so far as I know there is no economical way to get the Potash out of Felspar.

Are you worrying over the boom in the iron business?

Yours very truly,

*Howe A. Edison*



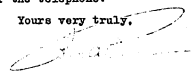
Nov. 19th. 1915.

Mr. A. B. Hess, President,  
Lancaster Chemical Co.,  
Lancaster, Pa.

Dear Mr. Hess:

This will introduce to you my  
friend, Mr. William F. Hoffman, who is going  
out your way and will drop in on you and talk  
over the situation in regard to Chamber Acid  
a little more fully than we can do by corres-  
pondence or over the telephone.

Yours very truly,



First

Nov. 19th. 1915.

Mr. Frederic A. Whiting,  
11 State Street,  
Framingham Center, Mass.

Dear Mr. Whiting:

On my return from California your recent letter in regard to cabinets was laid before me,

Let me say in reply that I am spending all my profits in experiments to increase the perfection of the mechanism and records, and I do not like to divert this money to the making of furniture.

After I have gotten the other things to suit me, I will take up the furniture end. Don't you think this is the best way?

Yours very truly,

Thomas A. Edison

*Handwritten signature*

November 22, 1915.

Mr. H. E. Heitman,  
Fort Myers, Fla.

Dear Sir:

I am enclosing herewith a letter received from Mr. L. B. Slusser of Fort Myers, complaining of ill treatment received at Mr. Edison's place. Kindly note Mr. Edison's quotation at head of letter. After you have finished with it kindly return for our files.

Yours very truly,

*Handwritten signature*  
Secretary.

234

293

Nov. 23rd. 1915.

Mr. Donald McKesson,  
New York Quinine and Chemical Works,  
114 William Street,  
New York City.

My dear Mr. McKesson:

I am in receipt of your favor of  
the 20th instant in regard to Cinchona Bark,  
and would say in reply that Mr. Edison has  
sent for samples. The bushes grow in a rather  
inaccessible place, and it may be some little  
time before we get the samples, but as soon  
as they come I shall see that you are supplied.

Yours very truly,

Assistant to Mr. Edison.

*First*

Nov. 24th. 1915.

Dr. W. Fankhauser,  
E. R. Squibb & Sons,  
75 Beekman Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 23rd instant, with color proof of your new Carbolic Acid label, which I have shown to Mr. Edison. He says this label is all right except that the two words "the sole" should be taken out, as it does not represent the facts. Mr. Edison has been supplying Carbolic Acid to the Drug and Chemical Trades during all the present year on contracts made along time ago. These two words should, therefore, be taken out so that that particular sentence of the label will read, "All orders for this product should be addressed to E. R. Squibb & Sons, New York, who are distributors of the same to the Hospitals and Drug and Chemical Trades of the United States."

Yours very truly,

*W. H. McKeown*

Assistant to Mr. Edison.

Enclosure.

*First*

Nov. 23rd. 1915.

Mr. Frederick Huber,  
1510 E. North Avenue,  
Baltimore, Md.

Dear Sir:

Your favor of the 19th instant is  
very flattering so far as I am concerned,  
but I am quite sure that I should be a misfit  
as a President of the United States.

Tell the boys that when they vote  
for local officials, to vote only for men who  
Known To Be  
for a long time have been honest, no matter  
whether they are Democratic or Republican.

Yours very truly,

*Thos A. Egan*

*First*  
*407*

Nov. 23rd. 1916.

J. P. Morgan & Company,  
Export Department,  
23 Wall Street,  
New York City.

Gentlemen:

I am in receipt of your favor of the 18th instant inquiring whether I can furnish either Benzol or Phenol for delivery next year, for the French Government. Let me say in reply that this inquiry comes too late, as I have sold the entire capacity of both my Benzol and Phenol Plants for the year 1916. I think Benzol can be obtained from others.

I believe that the Phenol required could be obtained if the French Government would advance the money to erect Acid and Phenol Plants, but in my opinion not otherwise. They have been wasting time for over a year on the Phenol-Picric Acid business, and they do not seem to know how to get results.

Yours very truly,

*J. P. Morgan*

263

302

Nov. 23rd. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunso Takaki.

Gentlemen:

I have received your favor of the 19th instant, containing your order for Phenol, same quality as that which you have been getting. to be furnished you at seventy-seven and one-half (77 1/2) cents per pound, drums to be furnished by you.

The total amount of this order is 150,000 pounds, to be delivered as follows:

25,000 pounds,	June,
"	"
"	July,
"	"
"	August
"	"
"	September,
"	"
"	October,
"	"
"	November,
"	"
	December, 1916.

I accept this order on the understanding that I shall not be held responsible for any delay in delivery arising from any unexpected manufacturing contingencies or any other cause beyond my control. Of course, I expect to make the deliveries as above, and shall do my best to carry them out.

Yours very truly,

*Shunso Takaki*

First

375

Nov. 23rd. 1915.

Mr. C. H. Opdyke,  
% Edison Benzol Plant,  
Woodward, Ala.

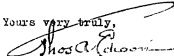
Dear Sir:

In regard to Naphthaline shipped by you from the Woodward Plant, I beg to say that I have written to Mr. Banister confirming the substance of a letter written to him by Mr. Mason to the effect that I am to pay the Woodward Iron Company a royalty on all Naphthaline shipped away from our plant at Woodward. This royalty is to be figured on the basis that eight pounds of Naphthaline are equal to one gallon of Solvent Naphtha. We pay the Woodward Iron Company ten cents per gallon royalty for each gallon of Solvent Naphtha shipped away from the plant. You will see, therefore, that the amount of royalty I pay to the Woodward Iron Company on Naphthaline is equal to one and one-quarter cents per pound.

Will you please, therefore, furnish the Woodward Iron Company with memoranda showing all Naphthaline shipped away from our plant from time to time and the Woodward Iron Company will bill the royalty to me accordingly.

I enclose copy of a letter I have written today to Mr. Banister.

Yours very truly,



Enclosure.

First

Nov. 23rd. 1915.

Mr. William L. Saunders,  
11 Broadway,  
New York City.

Dear Mr. Saunders:

Replying to your favor of the 19th instant, let me say that I think a superheater would be of great advantage, and that the superheat could possibly be obtained from charcoal set on fire electrically with Benzol sprayed in below the explosive point. The Benzol would burn and heat the air to a predetermined temperature. The charcoal would stay lighted continuously through out the whole voyage. Even the charcoal might not be necessary after a preliminary momentary ignition by an electric wire or spark. Superheat is well worth a trial.

Oh! That we had that Laboratory. Things would move quick.

Yours very truly,

*John A. Edwards*

*First*

Nov. 23rd. 1915.

Mr. A. G. Spencer,  
P. O. Box 486,  
Reno, Nevada.

Dear Sir:

I have received your favor of the 14th instant, which has been read with a great deal of interest. Let me assure you that we have no intention of dropping the development and manufacturing of the cylinder records. On the contrary, we are going to push them harder than ever.

As to the Music, we are no better pleased than you are, but we are obliged to put these miserable dance and ragtime selections on because the public and the dealers compell us to do it. However, I am very glad to see that the craze for this class of music is subsiding, and we shall now put out more of the Verdi, Puccini, and other kind of music until there is a "howl" from the dealers.

The cause of putting on the present type of records is that the young people in the houses of phonograph owners want the ragtime stuff.

Yours very truly,

*Wm. A. Spencer*

75

Nov. 23rd. 1915.

Miss. Alice Verlet,  
637 Madison Avenue,  
New York City.

My dear Miss Verlet:

I received your esteemed favor of the 18th instant, which I have read with a great deal of interest.

Let me assure you that we would gladly do more advertising for you, but, if we do so, we have no assurance that you will not sing for our competitors, and, therefore, we would lose all the benefit that should come to us for the money expended in building up your reputation.

To be very frank with you, it is a mystery to me why you do not give us an option to take your songs, provided we pay as much as our competitors. I want to assure you that there is no "catch" in this, as we do not play any sharp business tricks. Let me suggest that you had better talk this matter over with your mother and let me hear from you.

Yours very truly,

Thomas A. Edison

*First*

Nov. 24th. 1915.

Miss N. S. Houston,  
140 Vermilyen Avenue,  
New York City.

Dear Miss Houston:

I received your favor of the 18th instant, and have shown it to Mr. Edison. He says that he will hear the young man play at the Laboratory. This is quite unusual, as he has not been hearing singers and players personally of late.

I would suggest to you some morning next week, say about 11 o'clock. You can call me up on the telephone the day before and let me know what day the young man will be out. I suggest your telephoning, as I want to make sure that Mr. Edison will be here.

Yours very truly,

*First*

Nov. 23rd. 1915.

Thomas Publishing Co.,  
129 Lafayette Street,  
New York City.

Gentlemen:

We recently purchased from you a copy of Thomas' Register of American Manufacturers and First Hands in all lines. Mr. Edison was using this book himself and found on examination that it was not correctly paged around the pages running in the neighborhood of 1100 and 1200. Evidently there has been a mistake in the binding on this particular copy.

Mr. Edison uses this book a great deal, and, of course, we would like to have it correct. Will you please send us another and correct copy, and we will return the other one to you.

Yours very truly,

Assistant to Mr. Edison.

*First*

Nov. 24th. 1915.

Mr. L. Baruch,  
The Hausermann Metal Mfg. Co.,  
1098 Brook Avenue,  
New York City.

Dear Mr. Baruch:

I am in receipt of your favor of the 22nd instant and would say in reply to your question that the big chandelier in the Rotunde in Vienna was installed at the time of the Electrical Exposition in that city in 1883 by our European representative, Etienne Fedor, of Buda Pest. It could not have been in 1873, as the incandescent lamp was not invented until 1879.

Yours very truly,

*John A. ...*

*First**544*

Nov. 24th. 1915.

Phillips Sheet and Tin Plate Co.,

Weirton, West Virginia.

Gentlemen:

Replying to your favor of the 22nd instant, let me say that I have perfected no substance for use in the pickling of black sheets and the manufacture of tin plate. It looks to me as though some unknow person is trying to make some easy money.

Yours very truly,

*Thomas A Edison*

*Could you please give address of  
the party offering it?*

*E*

251

232

Nov. 27th. 1916.

Mr. J. I. C. Clarke,  
159 West 95th Street,  
New York City.

Dear Mr. Clarke:

I am in receipt of your esteemed favor of the 23rd instant, and would say that I shall be very glad indeed to give Mr. Giovanni Romilli an opportunity of making a trial record, so that we can determine whether or not we can use him in making regular records.

Thinking you you would perhaps like to send him the enclosed letter yourself, I am forwarding it to you.

Please accept my sincere thanks for all your kind wishes, which are heartily reciprocated.

Yours very truly,

Thomas Edison

Trust

637

Nov. 30th. 1915.

Mr. C. R. Johnson,  
The Goodyear Tire & Rubber Co.,  
Akron, Ohio.

Dear Mr. Johnson:

Mr. Edison requests me to write to you and ask you not to forget about sending him sample of the sheet rubber that he talked about with you. He is in somewhat of a hurry to get it.

When you send it, please address the package to me, and I will bring it to his attention immediately on its receipt.

Yours very truly,

*W. H. Harrison*  
Assistant to Mr. Edison.

First

558

Nov. 30th. 1915.

Mr. George H. Benjamin,  
66 Broadway,  
New York City.

Dear Sir:

Your favor of the 24th instant in regard to a method of removing "rain stripes" from motion picture films has been handed to me.

I would say in reply that we are interested to the extent of using the material if it should turn out to be as represented, but we would not want to buy the patent. I will have one of our engineers investigate if you will send either an expert or the material over to the Laboratory.

Should you desire to send an expert, please advise me a few days in advance.

Yours very truly,

*Wm. B. Brown*

First  
420

Nov. 30th. 1915.

Mr. Thomas Robins,  
13 Park Row,  
New York City.

My dear Mr. Robins:

I am in receipt of your favor of the 26th instant in regard to the invention of Mr. Candee and his friend of a drug claimed to be equal to "Salvarsan" or "No. 606".

Are you quite sure that Phenol is used in the production of this drug? I thought it was a Benzol - Arsenic compound. Perhaps they mix it with Benzol. Will you please find out what is the smallest quantity of Phenol they can get along with for the time being, and I will see if I can spare it. Possibly I might be able to spare the quantity you mention, namely, 75 to 100 pounds a day in the early part of next year.

Yours very truly,

John C. Edwin

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544

December 1, 1915.

Naval Consulting Board of the U. S.,

Mr. Thomas Robins, Secretary.

13 Park Row, New York City.

Dear Sir:

Your letter of the 23rd ultimo received.

I am enclosing herewith Mr. Edison's  
check for \$50.00, which Mr. Edison desires to be  
used in taking his proportion of expenses of the  
Board from time to time. When exhausted please  
notify him to that effect.

Yours very truly,

*H. S. Hill*  
Secretary.

*First*

Dec. 1, 1915.

Mr. Chas. K. Cregier,  
Bureau of Electrical Inspection,  
Dept. of Gas and Electricity,  
Chicago, Illinois.

Dear Mr. Cregier:

I am sorry to say in  
reply to your recent request that for various  
commercial reasons our people around here will  
not permit me to make a phonograph record of  
my voice, so I shall be unable to comply with  
your request.

I am wondering whether  
if I sent one of my Laboratory men to give you  
a Recital on one of my latest Phonographs, it  
would be satisfactory?

Yours very truly,

*Chas. A. Edison*

A.H.

429

First  
690

December 1st. 1915.

Mr. Walter E. Kipp,  
% Kipp-Link Phonograph Co.,  
345 Mass. Avenue,  
Indianapolis, Ind.

My dear Kipp:

I am glad that I had the opportunity  
of visiting your Edison Shop, and want to con-  
gratulate you upon it. I think it is one of the  
finest of all the many Edison Shops that have  
been established. I shall certainly do some ex-  
perimenting to help you keep it up to the minute  
and to make it one of the musical centers of your  
city.

Yours very truly,

*Thomas Edison*

*Final*

Mr. Clarence Poe,  
President and Editor,  
The Progressive Farmer,  
Raleigh, North Carolina.

Dear Mr. Poe:-

I am in receipt of your favor of the 26th ult., and through you I send my greeting to the Boys of the Corn Club of the Sunny South, and hope they will everlastingly keep up the good work of raising more things on an acre of ground than their fathers ever thought possible. There is just as much chemistry and science to be explored in super-farming as in a Chemical Laboratory. Some day the super-farmer will be the banner citizen of the United States.

I would say to the Boys, however, that nothing in this world is ever accomplished except by experimenting and very hard work.

Yours very truly,

A.H.

*Thomas A. Edison*

*Hurst*

Nov. 30, 1915,

Dr. Eyken S. N. Takagi,  
105 East 1st Street,  
Los Angeles, Cal.

Dear Sir:-

I beg to acknowledge receipt of your favor of the 22nd inst., and of the fine album of photographs which you made of me on my recent visit to Los Angeles. I am very glad indeed to get these photographs and appreciate your courtesy very much.

I am surprised to see that you got so many pictures, and that they are so fine, considering the great difficulties under which you labored in making the exposure.

Yours very truly,

*A. H.*

A.H.

December 1. 1915.

New York Child Welfare Committee.

Mr. Amos L. Prescott, Treasurer.

30 E. 42nd St., New York City.

My dear Sir:

As requested in your letter of the 22nd ultimo I am enclosing herewith Mr. Edison's check for \$10.00, his contribution.

Mr. Edison desires me to write you that he suggests to stop the conditions mentioned in your letter, that the City exclude the starting of any more factories in the dense area of Manhattan and Brooklyn: and thus drive the factories and their people into the suburbs, where conditions will be favorable. The city now has its fire building limit law, why not this?

Yours very truly,

Secretary.

Enclosure.

*First*

Nov. 30th. 1915.

Miss Marie A. Daly.  
1276 - 9th Avenue,  
San Francisco, Cal.

Dear Madam:

Your favor of the 23rd instant has been received. There is only one way that we can tell whether your voice would be suitable to make records for the Edison Phonograph, and that is to make trial record at our only Recording Department, which is at 79 Fifth Avenue, New York City. If you ever come to New York, you can call there, and they will make a trial record and send it over here.

In order to avoid any misunderstanding, let us say that we do not pay the expenses of singers coming to make trial records. The singers have to bear those expenses themselves.

Let us say further for your information that of all the singers that come to make trial records, there is only a very small percentage that pass our particular requirements, which are very severe. The total percentage of successful singers for our purpose is not more than about 5%.

Yours very truly,

Edison Laboratory.

*Wtu*

*Hurst*

Dec. 2nd. 1915.

Robt. H. Ingersoll & Bro.,  
315 Fourth Avenue,  
New York City.

Gentlemen:

Your favor of the 29th ultimo, signed by your  
Mr. C. R. Hoffman, has been received, and laid before me.

Let me say in reply that during the time of my  
work on the electric light, I always carried an Ingersoll  
watch in my pocket, as stated, as I did not want to risk  
spoilng more expensive watches on account of the magnet-  
ism of dynamo machines, among which I spent a great deal  
of time. I have not used a watch of any kind since that  
time.

I have no objection to your using this statement  
and my picture in a catalogue, but I do object to its use  
in advertisements published in newspapers, magazines, etc.

Yours very truly,

*Thomas A. Edison*

First

Dec. 2nd. 1915.

Mr. J. E. Plummer, President,  
Dominion Iron & Steel Company,  
Toronto, Ontario.

My dear Mr. Plummer:

Owing to the fact that my manufacturing capacity is being strained for need of more Benzol, I am constrained to write and ask you if you cannot do something to help me out.

You will remember I consented to reduce the quantity due me from 800 gallons to 500 gallons daily until your plant was working well. I trust that this condition has now been arrived at, and that you will be able very soon to start the shipping of 800 gallons per day to me.

In anticipation of this, I have leased another tank car, which will be sent down to Sydney within a few days.

Will you kindly let me hear from you at your early convenience.

Yours very truly,

*W. A. Brown*

Do you need to fuel after March 1st

Next year —

E

*Trist*

Dec. 2nd. 1915

Mr. A. F. Wagner, Manager,  
& Thomas A. Edison, Limited,  
164 Wardour Street,  
London, W., England.

Dear Mr. Wagner:

I suppose you will probably think that we have gone to sleep over here when you call to mind your letter of September 14th, enclosing a letter dated August 23rd, 1915 from the Tricolor Animatograph Syndicate Limited, 86 Tontine Street, Folkestone. The whole matter was handed over to one of our Engineers for investigation and report, and he neglected to send in his report to Mr. Edison.

However, it has been now reported upon, and Mr. Edison requests me to say that the verdict is against the commercial availability of this invention at the present time, and therefore, we are not interested.

I return herewith the letter from the Tricolor Animatograph Syndicate Limited, also copy of patent with drawings attached, also two envelopes containing sample films.

Yours very truly,

*W. H. Anderson*  
Assistant to Mr. Edison.

120

610

Dec. 3rd. 1915.

Mr. Theodore Weicker, V. Pres.,  
E. R. Squibb & Sons,  
78 Beekman Street,  
New York City.

My dear Mr. Weicker:

Please pardon the delay in replying to your esteemed favor of the 29th ultimo. We have been so very busy that our mail is somewhat delayed.

Mr. Edison and I talked over the matter covered by your letter, and he wishes me to say to you that we are so crowded with contracted requirements for the remainder of this year, that it will not be possible to increase our deliveries until the early part of January, when we think we shall be able to let you have 200 pounds a day.

You told us what you thought your yearly requirements would be if you could get all you wanted, but we cannot remember the figure you gave us. Will you kindly let me know what this is.

Yours very truly,

*H. L. H. H.*  
Assistant to Mr. Edison.

Furst

618

Dec. 3rd. 1915.

Mr. Thomas A. Hill,  
Woolworth Building,  
New York City.

Dear Sir:

Your favor of the second instant has been received. I knew nothing of the article in the St. Louis Post Dispatch of the 26th ultimo until it was called to my attention on the receipt of my usual supply of newspaper clippings.

Let me say in reference to your letter that I have never had sold or offered Mitre Cake for pickling purposes. As to the patent mentioned by you, I have never seen it nor did I know of its existence.

Mitre Cake has been used in England and Germany for thirty years past, for certain kinds of pickling.

Yours very truly,

*Wm. A. Furst*

Mr. Frederick A. Whiting,  
11 State Street,  
Framingham Center, Mass.

Dear Mr. Whiting:

Your favor of the 24th ultimo, written to me from Cleveland was received and read with much interest. I sent it to our chief Sales Manager for his information, and I think you would probably be interested to read his answer. It is as follows:

"Referring to Mr. Whiting's letter, I am sure that there is considerable disaffection among Victor dealers, contributed to by the increased competition and other causes.

I judge from Mr. Whiting's letter that he has been criticising our cabinets. It is well worth remembering in this connection that ours are the only phonograph cabinets that consistently pattern after the great furniture designers. It seems to me it requires considerable temerity to criticise the work of Adam and Sheraton. Certainly when the new 250 Chippendale is on the market we shall have the finest line of cabinets in a furniture sense of any talking machine manufacturer. This, of course, does not mean that judged by cubic contents we give equal furniture values, but it does mean that in a true furniture sense our cabinets are superior to those of any of the talking machine people. It remains for us to get this thought over with the public. We have not even yet succeeded in doing it with our own dealers. Indeed, some of our people here in the office do not realize that our furniture designs are right in the full sense of the word."

Yours very truly,  
*John D. Brown*

190

Dec. 4, 1915

Dr. L. H. Baekeland,  
Yonkers, New York.

Dear Sir:-

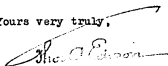
I have received your  
favor of the 30th ult., enclosing copy  
of your informal report. I have read this  
paper with great deal of interest. It is  
extremely good and states the case clearly.

I am awaiting the receipt  
of Admiral Melvill's paper from Mr. Whitney  
before I can do anything regarding Laboratory.

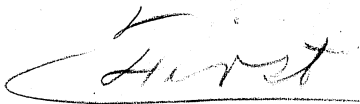
Mr. Daniels requested that

I read it.

Yours very truly,



A.H.



Dec. 6th. 1915.

Mr. H. E. Dick,  
Marquette Building,  
Chicago, Ill.


Friend Dick:

I have received your favor of the first instant in regard to Felspar. A lot of money has been expended in the last year and a half on endeavors to get Potash from Felspar. A lot of patents have been taken out, but the cost of refining, the considerable investment required, and the certainty of shutting down the plant when the War is over deters people from going into it as a commercial venture.

Your Felspar is not high grade. In Utah there is one dump at a large copper mine where they have five steam shovels, and there is at least three million tons of good grade already crushed.

My advice to you is to keep out.

Yours very truly,



387

Dec. 6th. 1915.

Foots Mineral Company,  
107 N. 19th Street,  
Philadelphia, Pa.

Gentlemen:

Your favor of the third instant,  
together with the two pounds of Alunite have  
been received. Mr. Edison desires me to ex-  
press his thanks to you for your kind atten-  
tion to his request, and also for your kind-  
ness in making no charge for the two pounds so  
kindly forwarded.

He wishes me to ask you to make him  
a quotation of price on Alunite in 100 ton lots.  
Trusting that you can favor us with an early  
reply, I remain,

Yours very truly,

*W. H. Allison*  
Assistant to Mr. Edison.

*Also quotation for high grade  
potash feldspar in quantity*

E

198

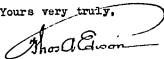
Dec. 4, 1915.

Mr. M. N. Harrison, Secretary,  
American Bankers Association,  
No. 5 Nassau Street,  
New York City.

Dear Sir:-

I have received  
your favor of the 30th ult., and in view  
of the conditions therein stated, I have  
reconsidered the matter and decided to  
accept membership on your Thrift Commission.

Yours very truly,



A.H.

*Trust*

Dec. 4, 1915

Mrs. F. K. Pennington,  
808 - 8th Ave.,  
Brooklyn, N. Y.

Dear Madam:-

Your favor of the 30th ult.

has been referred to me, and I have read it with much interest. Your device is a good one, but most people do not know enough about music to work it correctly. The reason that the music sounds better when the volume is changed, is that every singer has many defects in his or her voice. These defects are very slight in most cases, yet you hear them and they detract from the beauty of the tone. By diminishing the volume you render them inaudible, hence, a greater beauty of the tone. The new Diamond Disc has no tone of its own, nor has it the ordinary phonograph tone. It reproduces exactly the tone of the singer, defects and all.

This is not so with Phonographs of other makes. You are the first person outside of the Laboratory to note the improvement by muting.

Yours very truly,

A.H.

*Thos. Edison*

Trust

Dec. 4, 1915.

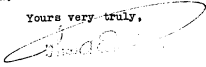
Mrs. H. S. Robinson,  
Detroit, Michigan.

Dear Madam:-

I have received your favor of the 26th ult., and would say that our factory is not equipped to change a machine from an open horn to one of the concealed horn type. I advise you not to have this done anyway. In both cases the horn is actually used, but in one case the horn is concealed and this makes the music not so clear and sweet as it is when the horn is out in the air, for the reason that the concealed horn must be made smaller and of a less desirable shape.

When we desire to hear Records under the best conditions here at the Laboratory, we use the exposed horn.

Yours very truly,



A.H.

*Secret*

Dec. 6th. 1915.

Mr. William L. Saunders,  
11 Broadway,  
New York City.

My dear Saunders:

I noticed in a letter from  
Secretary Daniels wherein the very desir-  
able things are set forth, that they already  
used kerosene to heat up the compressed air.  
Therefore, they have gotten to the end of  
compressed air.

I had not noticed this before.

Yours very truly,

*Thomas Edison*

First

Dec. 6th. 1915.

Mr. E. E. Smith,  
Editorial Department,  
National Magazine,  
Boston, Mass.

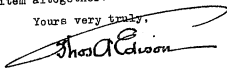
Dear Sir:

I have received your favor of the first instant, together with the proof of paragraph prepared by Mr. Chapple for use in your Washington Department.

I have no news that the Nobel Prize has been awarded to me, in fact, the prize is intended for men who work without hope of reward, and need the money to continue their labors. It would be contrary to the wishes and intent of the late Mr. Nobel that men like myself should receive the prize.

I think, therefore, you had better cut out the item altogether.

Yours very truly,

 Thomas A. Edison

*First*

Dec. 6th. 1915.

Mr. F. I. Crane,  
Filling & Crane,  
Broad & Chestnut Sts.,  
Philadelphia, Pa.

Dear Mr. Crane:

I am in receipt of your favor of the second instant in regard to bonds. Let me say in reply that after January I will see the other bond holders and let you know what I can do.

If you desire to have \$10,000. or \$15,000. worth of your bonds redeemed at par and accrued interest, the Storage Battery Company has the money now.

Yours very truly,

*Thos A. Edison*

*6*  
~~15 FEBRUARY 1916~~ 1/20

*Hirst*

Dec. 6th. 1915

Mr. A. W. Epright, Scale Inspector,  
The Pennsylvania Railroad Company,  
Altoona, Pa.

Dear Sir:

Your favor of the 20th ultimo was handed to Mr. Edison for his attention, and he requests us to say to you in reply that up to date we have made six records of the Sextette of Lucie and five records of the Quartette from Rigoletto. All these have been made with different singers of good standing and reputation, but so far the records have not come up to Mr. Edison's standard of excellence, and, therefore, he would not allow them to go on our list for the public. He is still experimenting to get good records of these two selections, and hopes to get them satisfactory before a great while.

It will probably interest you to learn that Mr. Edison expects to bring out the 12" record next year. The Cambria Steel Company have just finished a large special recording studio for Mr. Edison, wherein he expects that he will be enabled to record all the Beethoven Symphonies, as well as those of the other Masters on 12" discs, played by 46 instruments.

Yours very truly,

Edison Laboratory.

*Edison*



356

Dec. 6th. 1915.

Phillips Sheet and Tin Plate Co.,

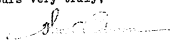
Weirton, West Va.

Gentlemen:

Since writing you a few days ago  
I find that there are parties selling Acid  
Compounds for pickling, claiming that the com-  
pound is mine. Such a claim is incorrect.

I find that you can do good pickling  
with Acid Sulphate, which I think you can buy  
from the American Oil & Supply Company, 52  
Lafayette Street, Newark, N. J. This will do  
pickling very much cheaper than the straight  
Acid.

Yours very truly,



*First*

Dec. 6th. 1915.

National Water Still Co.,  
1111 East Second Street,  
Dayton, Ohio.

Gentlemen:

Replying to your favor of the first instant, let me express my regret that I cannot say that I drink distilled water/ For a time my men and I used distilled water, but found that the absence of the usual salts made the water disagree with us, so we quit and returned to the regular drinking water.

Yours very truly,

*J. C. Johnson*

First

Dec. 6th. 1915.

Prof. Malcolm McLaren,  
Princeton University,  
Princeton, N. J.

Dear Sir:

I am in receipt of your favor of the second instant. My recollection is that the type of dynamo which I gave to Princeton University many years ago, is one of the original type with which we started business, but I am not sure of it. The language of the name plate does not convey sufficient information to enable me to answer your question.

I think if you were to send me a photograph of the machine and mark the dimensions upon it, I might be able to make some statement that would be satisfactory to you.

Yours very truly,

*Thos A Edison*

*First*

Dec. 6th. 1915.

Mr. A. A. Lennie,  
San Diego, Cal.

Dear Sir:

Your nice letter of the second instant was received. Let me thank you therefor, and also that I greatly appreciate your kind sentiments regarding myself.

I would add for your information that I never had any intention of accompanying Mr. Ford on his peace trip to Europe.

Yours very truly,

*Wm. A. E. ...*

408

685

Dec. 6th. 1915.

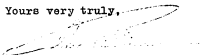
Mr. George Hillard Benjamin,  
66 Broadway,  
New York City.

Dear Sir:

I have received your favor of the second instant in regard to the method of removing "rain stripes" from motion picture films.

If there has been a patent issued in the United States on this matter, I should be very glad if you would kindly send me a copy.

Yours very truly,



Girst

644

Dec. 7th. 1915.

Mr. A. Kravchenko,  
606 East 140th Street,  
New York City.

Dear Sir:

Your letter to Mr. Edison has been received. He wishes us to say in reply that if he were to loan money to all those who ask him, he would require ten times more money than Mr. Morgan has. He wonders how you can be so impracticable as to think that he could advance money to anyone who asks him. He says could you not go to work and earn some money, so that in time you could publish your works?

Mr. Edison says that if your family is in distress at the present moment he would send you \$10.00 to help you a little. Please let us know.

Yoursvery truly,

Edison Laboratory.

*First*

Dec. 7th. 1915.

Mrs. Frank H. Hills,  
Highlands, N. C.

Dear Madam:

Replying to your favor of the second instant, let me say that I have never made any special invention to safeguard the lives of line men, and I do not know of any special device for this purpose.

Your son ought to have been trained properly, and should have been supplied with rubber gloves and boots. If this had been done he would not have met with the sad fate mentioned by you.

Yours very truly,

*Thomas A. Edison*

Hurst

Dec. 7th. 1915.

John W. Lieb, Esq.,  
New York Edison Company,  
Living Place & 16th Street,  
New York City.

My dear Lieb:

I am sure that you fully appreciate the fact that it is always a pleasure to me to do anything I can to make you happy, but I am afraid that I shall have to disappoint you in regard to Miss Munn, who made a trial record over at our Recording Laboratory a short time ago.

My system of recording is the most severe test of a singer's voice that I know of. An artist may sing over so acceptably on the concert platform or on the operatic stage, but on recording the voice on the phonograph every trifling defect is shown up and cannot be eradicated. At a concert or theatre the hum of the audience, the little extra noises of the accompanying instruments and other slight noises cover all trifling defects, but you cannot conceal them from the phonograph.

I had an expert travelling all over Europe for two years obtaining trial records of all the opera and concert singers who were of reputation. These were sent over to me, and I have pretty near 3,000 of them. It will surprise you to learn that not more than 3% of these were acceptable. This, however, will bear out what I stated above.

There are certain technical requirements which we are obliged to insist upon for our recording, and I am sorry to say that Miss Munn's voice was not one that came up to our standard, and although I am constantly on the lookout for additional artists, I am sorry that I shall be unable to add her to our list. I regret this as I am rather inclined towards the French proverb, "The friends of our friends are our friends", and this is the reason why I want to write you fully about the matter.

Yours very truly,

*John W. Lieb*

*First*

Mr. Henry Mason,  
Mason & Hamlin Co.,  
492 Boylston Street,  
Boston, Mass.

Dec. 7th. 1915.

Dear Mr. Mason:

I am in receipt of your favor of the 24th ultimo, which has received my careful attention.

The letter which I presume you refer to was one of the private circular letters which we occasionally send out to our jobbers. These are not intended to get into the hands of the public.

Let me say that thus far we have not found any piano that equals the Steinway for our recording purposes, - and we have tried many makes. If there is any better one I want to know it. I have read the article in the Scientific American and it certainly seems as if you have a very good improvement.

The next improvement should be in the striking pads, which harden in a few weeks, and begin to produce metallic sounds. In our work, we are then compelled to put in new felts, as picking does very little good. Another defect is that no piano, new or old that I have ever heard, was tuned for volume. While the pitch is all right, the volume of sound for the same strength of percussion varies widely. There are a number of other serious defects in pianos, which it seems to me would be easy to eradicate, and I am surprised that the makers have not accomplished this up to the present time.

When will your new piano be made in quantity, and for sale? I refer to the upright type.

Yours very truly,

*Charles E. Mason*

*Purist*

Dec. 9th. 1915.

John W. Howell,  
Edison Lamp Works,  
General Electric Co.,  
Merrison, N. J.

Dear John W:

A few weeks ago you asked me to give you a letter for young lady to go over to our Recording Laboratory and make a trial record. She went there and made the trial record, which was sent over to Mr. Edison to hear. I wish I could make you a more favorable review about it, but unfortunately cannot do it. In explanation, I do think that I can do better than to quote the following which was written by Mr. Edison to a personal friend in a similar case.

"My system of recording is the most severe test of a singer's voice that I know of. An artist may sing ever so acceptably on the concert platform or on the operatic stage, but on recording the voice on the phonograph every trifling defect is shown up and cannot be eradicated. At a concert or theatre the hum of the audience, the little extra noises of the accompanying instruments and other slight noises cover all trifling defects, but you cannot conceal them from the phonograph.

I had an expert travelling all over Europe for two years obtaining trial records of all the opera and concert singers who were of reputation. These were sent over to me, and I have pretty near 3,000 of them. It will surprise you to learn that not more than 5% of these were acceptable. This, however, will bear out what I stated above.

There are certain technical requirements which we are obliged to insist upon for our recording, and I am sorry to say that Miss G----- voice was not one that came up to our standard, and although I am constantly on the lookout for additional artists, I am sorry that I shall be unable to add her to our list."

You will see from the above that the conditions are very severe, and there is no appeal. I am sorry.

With kind regards, I remain,

Yours very truly,

First

Dec. 9th. 1915.

Mr. Harold B. Bachman,  
North Dakota Agricultural College,  
Agricultural College, North Dakota.

Dear Sir:

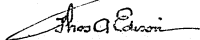
Replying to your favor of the fifth  
instant, I beg to answer your questions as follows:

1. Do you think that wireless companies  
should be included in the above ques-  
tion? No.
2. Do you think that there is a possibility  
of the wireless replacing the present  
wire system? No.
3. Do you think that this might cause the  
Government a serious financial loss in  
case it bought up the present wire lines?

Yes. Unless it leased them to a business  
corporation to operate.

I think that if the Government bought  
the telephone and telegraph lines it should never  
operate them themselves, but lease them to operat-  
ing companies and run them as a business proposi-  
tion.

Yours very truly



Thomas A. Edison

First

Dec. 9th. 1915.

Mr. E. M. Chamberlin,  
26 Hurlbut Street,  
Cambridge, Mass.

Dear Sir:

Replying to your favor of the fourth  
instant, let me say that sometime ago I made  
quite a number of educational pictures, and  
tried to interest the Educators therein. I  
did not succeed, however, and gave it up, and  
I would not want to try it again.

Yours very truly,

Thomas A. Edison

First

616

Dec. 9th. 1915.

Mr. G. J. DeGarmo,  
33 West 42nd Street,  
New York City.

Dear Sir:

I am in receipt of your favor of the 7th instant, and am much gratified to learn that you and your family are deriving so much enjoyment from the Diamond Disc Records. Appreciation such as yours is one of the rewards that comes to me after many years hard work to effect a perfect reproduction of music.

I note your remarks in regard to Mr. Alfred E. Henderson, and would say that if he is anywhere within a reasonable distance from the Laboratory, I should be glad to have him come out here and make an experimental record at anytime that is convenient to him. I would suggest, however, that he communicate with my Assistant, Mr. W. H. Meadowcroft a day or so in advance.

Yours very truly,

*Thos. A. Edison*

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Dec. 9th. 1915.

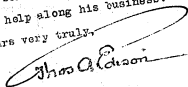
Mr. THOMAS A. HILL,  
Woolworth Building,  
New York City.

Dear Sir:

Replying to your favor of the sixth instant, let me say that I came across the statement about pickling by Acid Sulphate in several journals years ago, when I was using Acid Sulphates myself. I think that one of the items was published in Dingler's Polytechnische Journal, of which there are some fifty or sixty volumes. I believe you will find it in the New York Public Library, as it was formerly in the Astor Library.

In regard to the article in the St. Louis Post Dispatch, I have sized it up that some broker was trying to sell these Acid Sulphates and using my name to help along his business.

Yours very truly,

Thomas A. Edison

*First*

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Dec. 9th. 1915.

Miss June Keith,  
Hubbard Woods, Ill.

Dear Miss Keith:

I have received your favor of the second instant, and am sending it to Mr. Leonard W. McChesney, who now has charge of our Motion Picture Studio. I have asked Mr. McChesney to communicate with you, and have no doubt that he will do so promptly.

Yours very truly,

*Thomas A. Edison*

Hurst

689

Dec. 10th. 1915.

C. E. Haynes & Co.,  
200 East Broad Street,  
Richmond, Va.

Gentlemen:

Mr. Walter Miller has forwarded to me your favor to him of the seventh instant in regard to Hawaiian records. Let me say in reply that a new orchestra is coming here direct from Honolulu, and we expect their arrival about January. This will be the best of all the Hawaiians.

Only about one-third of the Victor Hawaiian records are any good.

Yours very truly,

*Walter Miller*

567

Dec. 13th. 1915.

Mr. A. Kravchenko,  
277 East 137th Street,  
New York City.

Dear Sir:

Mr. Edison wishes us to send you  
the enclosed \$15.00. Will you kindly write  
a letter acknowledging receipt of same.

Mr. Edison wishes us to ask you if  
you can write scenarios for motion picture  
plays. If you can do this you can earn some  
money. Please let us know, because if your  
answer is in the affirmative, Mr. Edison says  
he can give you a chance.

Yours very truly,

Edison Laboratory.

Enclosure.

Trust

Dec. 13th. 1915.

The S. Hamilton Company,  
815 Liberty Avenue,  
Pittsburgh, Pa.

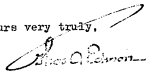
Gentlemen:

Your favor of the seventh instant has been received. Perhaps you have not taken into consideration that the letter referred to was a private circular letter issued to our dealers, and was not an advertisement for publication.

If the writer of this circular letter was mistaken about the Steinway being the best piano, what piano should he have specified.

I received a letter from the Mason & Hamlin Company of Boston containing the same criticisms that you make and explaining about their new piano with tension rods. This looks to me as if it were a big improvement, and I am going to investigate it further.

Yours very truly,



*First*

Dec. 13th. 1915.

Manager,  
Journal of Commerce,  
32 Broadway,  
New York City.

In Re. Chemicals.

Dear Sir:

Your London Mail advices are certainly wrong. I see by them that 90% Benzol is quoted at 22 cents per gallon, whereas British firms are trying to buy in this country at double that price. Perhaps it is the work of the censor.

Yours very truly,

*Edwin*

587

671

Dec. 13th. 1915.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City. Attention of Mr. Chunzo Takaki.

Gentlemen:

Referring to your favor of the sixth instant and to the conference which you, Mr. Mingle, Mr. Mason and I had some little time ago, in regard to helping you out on the arrears of Toluol for the Hercules Company, let me say that my old contract with the British Government expires March 1st, and I shall be willing to let you have from my Cambria Plant the total production of Toluol for the month of March, which I believe will be fully 4400 gallons. I will charge you for this not to exceed \$2.18 per gallon.

Yours very truly,

J. H. C. Egan

*Trinit*

Dec. 13th. 1911.

Mr. George F. Shaver,  
E. Allen & Ginter,  
Richmond, Va.

Dear Sir:

Your favor of the seventh instant has been forwarded to me, and I wish to express my appreciation of all the good things you say about the Edison Diamond Disc. I am just completing a new Recording Studio, which I have designed myself, and I expect to be able to record the Symphonies of the great Masters and all the best there is in music, and I think you will find that after we get this new Studio there will be a very considerable improvement in our records of concerted music.

I thank you for your suggestion of the two selections, "Unfold Ye Portals", and "Praise Ye". One of these, the first one, has been recorded and if the master proves satisfactory it will be out before long.

Yours very truly,

*Edison*

*First*

Mr. A. H. Handley,  
Steinert Hall,  
Boston, Mass.

Dear Sir:-

Mr. Edison received your favor of 8th inst. in regard to the making of Records by Mr. Albert Edmund Brown, Baritone. He requests me to say in reply that should Mr. Brown be in New York City at any time, we would be pleased to make a trial Record, which would enable us to determine whether or not his voice would meet our requirements.

If Mr. Brown is coming to New York at any time, will you kindly write or have him write to me, a day or two in advance, and I will arrange the matter with our Recording Department.

In order to avoid misunderstanding, let me say that we do not pay the expenses of singers coming to our Recording Rooms in New York to make trial Records.

A.H.

Yours very truly,

558

Dec. 14th. 1911.

Mr. George H. Benjamin,  
66 Broadway,  
New York City.

Dear Mr. Benjamin:

I am in receipt of your favor of the 13th instant, with copy of translation of German Patent #280,626, covering method of treating films for the removal of "Kain Stripes".

It looks as if it might be an improvement, and I will try it and see how it works. Let me say, however, that there would be trouble in introducing it or getting anything out of this invention in this country, on account of our methods of merchandising films.

The film rental people would like to have it used so that they could get more rental time out of their films, but the movie houses have no interest in that direction, and they will not go to any trouble unless they are paid for it.

Yours very truly,

Thos. G. Quinn

**General Letterbook Series  
Letterbook, LB-109 (1915-1916)**

This letterbook covers the period December 1915-January 1916. Most of the correspondence is by Edison and William H. Meadowcroft. Some of the letters pertain to Edison's benzol absorbing plants and chemical manufacturing interests. Included are several references to the fire at Edison's chemical plant in Silver Lake, New Jersey. There is also correspondence expressing Edison's opinions about matters relating to World War I. Other items deal with the technical and commercial development of motion pictures, phonographs, and storage batteries. The correspondents include investment banker Clarence Dillon, mathematician and electrical engineer Charles P. Steinmetz, phonograph collector Frederic Allen Whiting, and representatives of Mitsui & Co.

The spine is stamped "Letters" and is marked "T.A.E. From Dec. 16-1915 To Jan. 27- 1916." The number "47" also appears on the spine. The book contains 702 numbered pages and an index. Approximately 15 percent of the book has been selected.

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Gust

Dec. 16th. 1915.

Mr. Thos. Addison,  
810 Lialto Building,  
San Francisco, Cal.

Dear Mr. Addison:

The two photographs of the bungalow which I saw at Los Gatos came to hand. I now write to thank you for your kindness in sending them. The bungalow shown by these photographs is certainly the most original structure of the kind that I know of. The artist certainly has "some imagination".

With kind regards, I remain,

Yours very truly,

*Thos. A. Edison*

Hurst

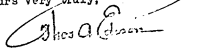
Dec. 15, 1915.

Pennsylvania Tank Line,  
Mr. G. F. Wood-Smith, Pres.,  
St. Louis, Missouri.

Gentlemen:-

Your favor of the 24th ult. addressed to my Company has been forwarded to me, and I beg to say in reply that I have put in additional storage capacity for benzole at my Works, so that from now on I shall have as many tank cars as I can use with those already leased.

Yours very truly,

A. H. Hurst

A.H.

*First*

Dec. 17th. 1915.

Mr. E. F. Taylor,  
1212 Bluff Street,  
Keokuk, Ia.

Dear Mr. Taylor:

I have an apology to offer for the long delay in acknowledging receipt of your favor of the 12th ultimo and the package accompanying it. Possibly you may not be aware of the fact that, since the beginning of the war, Mr. Edison has established nine new chemical plants in order to provide for our own requirements, and to help out our American industries. This has made all of us so exceedingly busy that many things have been temporarily delayed.

However, your matter has been called to Mr. Edison's attention today, and I have given him your new improved device so that he may try it, and we can report later.

Yours very truly,

*J. H. P.*  
Assistant to Mr. Edison.

First

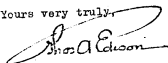
Dec. 17th. 1915.

Mr. T. I. Crane,  
Pilling & Crane,  
Real Estate Trust Bldg.,  
Philadelphia, Pa.

Dear Mr. Crane:

I am in receipt of your favor  
of the 16th instant in regard to the Kominator.  
Let me say that our fine grinding rolls will  
do 125 tons per hour through 20 mesh with 200  
H. P. We know about the Kominator, but as you  
will see from the above we can do better.

Yours very truly,

A handwritten signature in dark ink, appearing to read "T. A. Edison". The signature is fluid and cursive, with a large loop at the end.

*First*

Dec. 17th. 1915.

D. O. Haynes & Company,  
3 Park Place,  
New York City.

Gentlemen;

Replying to your inquiry of the  
11th instant in regard to Phenol manufactured  
by me, let me say that I have two factories,  
one of which manufactures about 7,000 pounds  
daily, and the other 6,000 pounds daily. The  
latter will have a capacity of 9,000 pounds  
daily a little later on. The whole of this  
Phenol is used in the United States, and none  
exported as Phenol, or in the form of Picric  
Acid.

You are liberty to use my name in con-  
nection with this statement.

Yours very truly,

*Thos A Edison*

*Secret*

262

December 20, 1915.

Mrs. Lizzie Wadsworth.

Milan, Ohio.

Dear Madam:

I am enclosing herewith a letter received from Mrs. S. H. Balcom, Brookevilla, Florida, in regard to a mortar and pestle which Mrs. Balcom says belonged to Mr. Edison's father and which is now in her possession. Mr. Edison wants this sent to you for your perusal and if it is true says he will send and get it. After you have finished with Mrs. Balcom's letter kindly return for our files.

Yours very truly,

Secretary.

Enclosure.

First

Dec. 20th. 1915.

The American Clay Machinery Co.,

Bucyrus, Ohio.

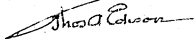
Gentlemen:

Your favor of the 13th instant has been received. I am informed that ordinary Acid Sulphates are now used for pickling. This material is quite cheap, and my experiments show that it will work just as well. It is made by various <sup>as Sulphuric</sup> chemical works.

The American Oil & Supply Company, 52 Lafayette Street, Newark, N. J., handle it. You had better get a ten pound sample and try it before buying. It is sold for various prices, from five to seven dollars per ton, I understand.

Two tons equal one ton of Sulphuric Acid, and it is used one part by weight to one part of water. That is the greatest strength you can obtain with it.

Yours very truly,

Thomas A. Edison

Private

Dec. 20th. 1915.

Mr. Eugene Grubb,  
Carbondale, Colo.

Dear Mr. Grubb:

I have received your favor of the 10th instant enclosing copy of a letter which was written by you some weeks ago. This earlier letter failed to reach me.

We are just in the rush of our phonograph season, but when this rush is all over we could take a motion picture of cooking and bursting of starch grains and other phenomena of the potato. Just now Mr. Warner is very busy in working for me in bringing out a new motion picture machine, so I cannot very well take him off this job for the present. Perhaps you will be good enough to bring up this subject a little later, say after a month or so.

When I was in California, I had a delightful time with Luther Burbank, who, by the way, is the salt of the earth. Let me thank you for your kindness in communicating with President Sproule in this connection.

Yours very truly,

Thomas A. Edison

First  
200

DEC. 20th. 1915.

Mr. Charles F. Roth, Manager,  
Second National Exposition of Chemical Industries,  
New Grand Central Palace,  
New York City.

Dear Sir:

I am in receipt of your favor of the  
ninth instant in regard to the Second National  
Exposition of Chemical Industries, to be held  
at the Grand Central Palace during the week of  
September 25th, 1915.

In reply let me say that I will be-  
come an exhibitor at this second exposition, and  
I would like to take the same space that I oc-  
cupied at the first exposition, which was recent-  
ly held. I promise that the cost of the space will  
be the same.

I ~~please~~ acknowledge receipt and advise  
me.

Yours very truly,

*Thomas A. Edison*

First

Dec. 20th. 1915.

Mr. Elmer A. Sperry,  
The Sperry Gyroscope Co.,  
Manhattan Bridge Plaza,  
Brooklyn, N. Y.

My dear Mr. Sperry:

Allow me to thank you for your  
favor of the 16th instant, enclosing copy of a  
report made by Lieutenant K. E. Gillmor. I have  
read this report with a great deal of interest,  
and find that Lieutenant Gillmor's ideas are very  
close to my own on the subject.

I hope to see you at our meeting  
on the 24th instant.

Yours very truly,

Thos A Edison

*First*  
*148*

Dec. 21st. 1915.

Eastman Kodak Company,  
Rochester, N. Y.

Attention of Mr. C. W. Markus.

Dear Sir:

I received your favor of the 15th instant in regard to Carnoblic Acid, and would say in reply that we could help you out with a small drum of about 250 pounds at \$1.00 per pound, but this is all we can spare at this time. By reason of the terrible congestion of freights we have had great difficulty in getting our raw materials, and, therefore, can spare but little Carnoblic Acid at this time.

Yours very truly,

*Wm. H. Edwards*  
Assistant to Mr. Edison.

First

Dec. 21st. 1915

Mr. J. P. McNaughton, General Sales Agent,  
Dominion Iron & Steel Company, Ltd.,  
Sydney, Canada.

Dear Sir:

I am in receipt of your favor of the 14th instant, and have noted the contents of the same.

I am very anxious to know how soon you can increase your shipments of pure Benzol to me up to the extent of 800 gallons a day as per our contract. You will bear in mind that I have tried to accommodate you by consenting to receive a smaller quantity until you got on your feet. I understand that you have now reached this position, and I trust that you will now reciprocate by beginning shipments at once of the quantity which you contracted to supply to me, 800 gallons a day.

Yours very truly,

Shesha Edson

*Hirst*

Dec. 24th. 1915,

Mr. C. R. Johnson, Chief Chemist,  
The Goodyear Tire & Rubber Co.,  
Akron, Ohio.

Dear Mr. Johnson:

Please pardon the delay in replying to your favor of the 17th instant. The facts about the package containing samples are as follows.

We were waiting impatiently for it, but it did not come. The package was addressed to Mr. Charles Edison, Orange, N. J., and went to the house. Charles is Mr. Edison's son, and he had been laid up with the grippe for several days, consequently the package and his mail remained unopened.

On the morning of the day that I telegraphed you the package had been found. Mr. Edison saw the package lying around and for some reason that he could not explain for himself, he opened it and therein found the sample he had been so anxiously waiting for. Inside the package was a tag saying "Attention Mr. Meadcroft".

This is the history of it. Evidently it was a mistake of some clerk in your establishment.

Yours very truly,

*J. H. Hirst*  
Assistant to Mr. Edison.

*First*

Dec. 23rd. 1915.

Mr. James H. Kempster,  
The James Kempster Printing Co.,  
117 Liberty Street,  
New York City.

Dear Sir:

Your favor of the fourth instant, addressed to me at Menlo Park, was received after a little delay, and I want to thank you for the clipping from the London and Liverpool Journal of Commerce, containing the paper read before the Belfast Association of Engineers by your nephew Mr. John W. Kempster.

I have read this paper with a great deal of interest. It is very fine and written without any passion. It is so different from the invective and vituperation that is usually employed by German Scientific men when writing on this subject.

I am writing this letter to you personally, and would ask that you refrain from making it public, for obvious reasons.

Yours very truly,

*Thomas A. Edison*

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431

Dec. 24th. 1916.

General Chemical Company,  
25 Broad Street,  
New York City.

Attention of Mr. J. M. Goetchius.

Gentlemen:

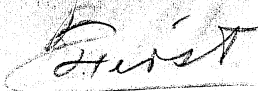
I am in receipt of your favor of the 21st instant in regard to my contract with you for 98% Sulphuric Acid for shipment to Johnstown, Pa., and regret that you find yourselves unable to renew this contract from February 28th, 1916.

We are getting exceedingly short of 98% Acid at Johnstown, and I will, therefore, ask you to ship full size carload lot to Thomas A. Edison Benzol Plant, Cambria Steel Company; Johnstown, Pa., not later than January third, 1916, on account of the existing contract. Will you kindly have this order given prompt attention, and ask your Traffic Department to route it so as to avoid the embargo of the Pennsylvania Railroad Company.

In closing, let me correct one statement made in your letter, that we have not drawn on you at all on this contract. On or about July 20th you shipped us from Newell, Pa., a carload of 100,353 pounds, which was received in due course at Johnstown.

Yours very truly,

Thomas A. Edison



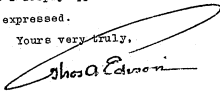
Dec. 24th. 1915..

Mr. William D. Pollock,  
154 - 27th Street,  
San Francisco, Cal.

Dear Sir:

Allow me to thank you for your kind  
favor of the 15th instant in which you en-  
closed a poem written by you in my honor. I  
have read it with much interest and wish to  
assure you that I deeply appreciate the sent-  
iments so ably expressed.

Yours very truly,



*First*

Dec. 24th. 1915.

Secretary of the Treasury,  
Washington, D. C.

S I R:

I am desirous of ascertaining what importations of Benzol have been made from Canada into the United States during the present year, and I believe this information can be supplied by your Department.

If possible, I would like to be informed as to dates, quantities and point of shipping in Canada.

Trusting that I may be favored with this information, I remain,

Yours respectfully,

*Thomas A. Edison*

*First*  
*259*

Dec. 27th. 1916.

Supplee-Biddle Hardware Company,  
Monel Metal Department,  
Philadelphia, Pa.

Gentlemen:

Your favor of the 21st instant to Mr. Edison has been received, and he requests me to ask you that you would kindly send him a sample of the Monel Metal in sheet form, as he wishes to test it. He says the sample may be about 6" square. If it comes in various thicknesses, you might send him a sample of several gauges.

Kindly send sample addressed to me, so that I may bring it to his personal attention on receipt.

Yours very truly,

*W. J. Biddle*  
Assistant to Mr. Edison.

233

Dec. 28th. 1915.

The Grasselli Chemical Company,  
80 Maiden Lane,  
New York City.

Gentlemen:

Referring to your favor of the 16th instant relating to our contract with you for one hundred fifty (150) tons of Oleum covered by Laboratory Order 479, I note that your shipments cover only 281,880 pounds.

According to your letter, you realize that this comes short of our order by 18,200 pounds. I am in need of every pound of Acid of all kinds that is due to me under contract, and while I realize that 18,200 pounds is a comparatively small quantity, I am not disposed to be unreasonable by insisting on delivery of this quantity of Oleum to make up the amount due to me on the contract. However, I am willing to be accommodating and if you will have your Southern Plant ship 18,200 pounds of 98% Sulphuric Acid, in drums, to my Benzol Plant at Woodward, Ala., at the same price you are now charging me for 98% Acid, we will call it square.

Yours very truly,

Thomas Edison

*Trust*

Mr. Thomas H. Norton, Commercial Agent,  
Department of Commerce,  
Washington, D. C.

Dec. 27th. 1915.

Dear Mr. Norton:

Replying to your favor of the  
21st instant, let me say that we are pro-  
ducing monthly about as follows:

Aniline Oil	-	138,000 pounds.
Nitrobenzol	-	45,000 "
Phenol	-	300,000 "
Paraphenylenediamine	-	5,250 "
Sulphite of Soda	-	100 tons.

I have been following your work  
and hope that you will keep actively at it un-  
til we establish a big chemical industry in  
this country.

Yours very truly,

*Thomas A. Edison*

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Dec. 29th. 1915.

Mr. Alfred E. Henderson,  
Aeolian Hall,  
New York City.

Dear Mr. Henderson:

I consulted with Mr. Edison about your coming over to the Laboratory, in accordance with the arrangement proposed in your favor of the 24th instant (which was received this day), and he says that he would much rather have you go to our regular Recording Department in New York to make a trial record. He is very busy indeed, and cannot see visitors for some time to come, as he is in the midst of some very important experiments which are occupying all of his time.

The trial record that he wishes you to make is what we call a descriptive talk, which we put on the back of some of the records of operatic music. If you will telephone to Mr. Walter H. Miller, the Manager of the Recording Studio of Thomas A. Edison, Inc., at 79 Fifth Avenue, New York, and tell him you have received this letter from me, he will make a definite appointment with you to make the trial record.

Trusting that this will be satisfactory, I remain,

Yours very truly,

Assistant to Mr. Edison.

First

Dec. 29th. 1915.

Mr. Lee G. Daniels,  
Rockford Drilling Machine Co.,  
Rockford, Ill.

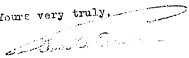
Dear Sir:

I am in receipt of your favor of the 21st instant with blue prints enclosed, and have noted contents of same.

I am sure that the Naval Consulting Board would be interested in complete drawings of such a machine as you propose; but I think you should make it much larger and to have a very great capacity and to be as automatic as possible.

I feel sure that our Government will want a number of very large, highly automatic machines, each capable of turning out with great rapidity an enormous number of shells. Small units are not desirable.

Yours very truly,



Grist

Dec. 29th. 1915.

The Norwich Pharmacal Co.,  
Norwich, N. Y.

Gentlemen:

I beg to thank you for your favor of the 22nd instant, giving the results of your examinations of our sample of Carbolic Acid.

Let me say in reply to your remarks that the odor is probably a combination of the odors of  $\text{SO}_2$  and Phenol. It may interest you to learn that the Hayden Chemical Company use about 4,000 pounds of my Carbolic daily in manufacturing Salicylic and Salol. It is also used by the Monsanto Chemical Works of St. Louis, also exclusively by E. R. Squibb & Sons, New York City. Many other manufacturing chemists are also users, and all the Asperin manufactured in this country is made from it.

Yours very truly,

*Wm. A. Grist*

*Furst*

Dec. 29th. 1915.

Mr. Charles P. Steinmetz,  
General Electric Company,  
Schenectady, N. Y.

My Dear Mr. Steinmetz:

Allow me to thank you for your very kind favor of the 21st instant, and to express my deep appreciation of the compliment that is paid me in asking my acceptance of Honorary Membership in the Illuminating Engineering Society. I shall accept this with much gratification.

Allow me to say also that it gives me much pleasure to accept the invitation to be present at the Banquet given at the Decennial Meeting of the Society on Thursday, February 10th, on which occasion I shall look forward with anticipations of seeing your good self.

Yours very truly,

*Charles P. Steinmetz*

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Dec. 31st. 1915.

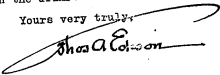
The Grasselli Chemical Co.,  
80 Maiden Lane,  
New York City.

Gentlemen:

I am in receipt of your favor of the 29th instant in regard to the 18,200 pounds of Oleum remaining due to me over the shipments you have previously made, and I thank you for your offer to make shipment of this 18,200 pounds in drums. Your offer is accepted on the conditions mentioned in your letter, and I shall be obliged if you will kindly ship the Oleum to Thomas A. Edison, Aniline Plant, Silver Lake, N. J.

Mr. Meadowcroft tells me that he has spoken with your Mr. Sholes over the telephone and told him that I proposed to clean the drums before returning them, but that Mr. Sholes said it would be satisfactory if we drained them thoroughly and shipped them right back to you, as you would use them again for shipments of Oleum. I shall give instructions to proceed accordingly. You may rest assured that no other material will be put in the drums.

Yours very truly,

  
Thomas A. Edison

*Dr. Hill*

Mr. Thomas A. Hill,  
Woolworth Building,  
New York City.

Dec. 30th. 1915.

Dear Sir:

I am in receipt of your favor of the 28th instant relating to the use of Nitre Cake or Acid Sulphates for pickling iron.

I should be quite willing to give you a more exact reference, but just now I cannot recall exactly the name or approximate date of the publications previously referred to. I have a faint idea, however, that I saw it in one of the issue of the "Journal of Chemical Industry" which is published in England.

Yours very truly.

Hurst

Dec. 29th. 1915.

Mr. Henry A. Sanders,  
Auburn, N. Y.

Dear Sir:

Your favor of the 27th instant has been received and read with careful attention. Your deep interest and the good words that you are pleased to say of the Amberola Instrument and records are very greatly appreciated.

Let me say for your information that we have not the slightest intentions of suppressing the Amberola Instrument and records. On the contrary, we have just organized a new Department to push them harder than ever. I am pretty well overloaded with work just now, but as soon as I can find time for the purpose I am going to get out a special cylinder machine intended only for real music lovers.

Yours very truly,



Letter  
696

Dec. 31st. 1915.

Miss Etta Posner,  
209 South 3rd Street,  
Brooklyn, N. Y.

Dear Madam:

In reply to your favor of the 29th instant, Mr. Edison wishes us to say that he is not a Socialist, but believes that they mean well, and honestly desire to do good. He also thinks that from the very nature of man, the socialistic theory cannot be carried out.

Yours very truly,

Edison Laboratory.

*Trust*

Dec. 31st. 1915.

Mr. Alan Sullivan,  
Wychwood Park,  
Toronto, Ont.

Dear Mr. Sullivan:

I am in receipt of your favor of the 28th instant in regard to the making of a trial voice record by Mrs. Aston. Let me say in reply that we have only one Recording Department, and that is at 79 Fifth Avenue, New York City. There is no other way of making a trial record that would be satisfactory for Mr. Edison's hearing.

Much as we would like to accommodate you, you will see, therefore, that the only thing we can do is to wait until Mrs. Aston comes to New York sometime, and then she can call in at 79 Fifth Avenue, and make the trial record, which will be sent over here. You or she had better write me in advance of her coming so that I can forward a note for her to present to Mr. Miller.

I did not see Harper's magazine for November, but I saw Collier's for November 27th, and congratulate you on a good article.

I return herewith the letter from R. S. Williams & Sons Company, Ltd.

Yours very truly,

Enclosure-6267

*W. S. Williams*

*Trust*

Jan. 3rd. 1915.

Clarence Dillon, Esq.,  
Wm. A. Read & Company,  
Hassau & Cedar Streets,  
New York City.

My dear Mr. Dillon:

I have been awaiting with more or less patience the receipt of some word from you in regard to continuing my contract for Benzol up to the end of the present year. The last word I had from you was that you expected to let me know in a few days, and this was two or three weeks ago.

I trust that you have not forgotten about me, and allowed somebody else to step in.

Yours very truly,

*Thomas A. Edison*

First

481

January 3, 1916.

Mrs. S. H. Balcom,  
R. F. D. No. 1,  
Brooksville, Florida.

Dear Madam:

Replying to your letter of the 7th instant  
Mr. Edison desires me to write you that he would like  
very much to have the mortar and pestle referred to.

You can send it to him at the Laboratory.

Yours very truly,

*[Signature]*  
Secretary.

33

January 3, 1916.

Mrs. Lizzie Wadsworth,  
Milan, Ohio.

Dear Madam:

Replying to your letter of recent date regarding the wooden mortar and pestle beg to say that we have written Mrs. Balcom to send it to the Laboratory, and thank you for your information.

Mr. Edison would like to have the portrait of his sister and would thank you to forward it to the Laboratory. I will see that it is sent to his home.

Yours very truly,

Secretary.

*Secret*

January 3., 1918.

Houghton Mifflin Co.,  
16 East 40th Street,  
New York City.

Gentlemen:

Your letter of the 8th ultimo received.

Please send Mr. Burroughs' latest book  
"The Breath of Life" to the Laboratory and greatly  
oblige.

Yours very truly,

Secretary.

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272

Jan. 4th. 1916.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Gentlemen:

I beg to acknowledge receipt of your favor of the third instant, confirming your order for 150,000 pounds of Phenol, to be delivered in equal quantities from May to December, 1916, inclusive, at 78¢ per pound, F. O. B. Silver Lake, N. J. You omitted to mention the fact that you are to provide the drums, as per our original agreement. I presume this escaped your attention at the time you wrote.

Of course, you will understand that I make the above sale to you on the condition that in the event of war, fire, flood, strike, lockout, accident, or other like causes beyond my control, interfering with the production or transportation of the Phenol above mentioned, deliveries under this contract may be suspended during the period required to remove the cause and repair the damage.

Yours very truly,

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Jan. 4th. 1915.

Mitsui & Company, Ltd.,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Gentlemen:

Referring to my letter of even date  
herewith, I also beg to confirm the understand-  
ing that I will give to Mitsui & Company, Limited,  
a credit of 2¢ per pound on your order for 150,000  
pounds of Phenol, which you have bought at 78¢  
per pound by your letter of the third instant and  
my acceptance of the fourth instant.

Yours very truly,

*Filed*

Jan. 5th. 1916.

Mr. John M. Goodell, Acting Secretary,  
American Concrete Institute,  
1418 Walnut Street,  
Philadelphia, Pa.

Dear Sir:

In the Engineering News of December 16th, 1915, Mr. Edison noted an article entitled "Edison Fire Report Available" in which it is stated that the full report of the special committee of the American Concrete Institute was published in the Journal of that Institute last year. It is stated that this report comprises over a hundred octavo pages, fully illustrated, with views and drawings. Mr. Edison is very anxious to obtain a copy of this number of the Journal, and has asked me to write to you to see if he can be favored therewith.

Yours very truly,

*W. H. H. H.*  
Assistant to Mr. Edison.

*Kindly send it to me*

*Hurst*

Jan. 5th. 1916.

Mr. M. D. Krenkel, Sec'y. to Pres..  
The Pennsylvania Tank Car Co.,  
St. Louis, Mo.

Dear Sir:

I beg to acknowledge receipt of  
your favor of the 30th ultimo, and also  
of one of your 1916 calendars, which came  
safely to hand yesterday.

Allow me to thank you for this  
calendar. It is very handsome, and has  
been hung up in the Library beside Mr. Edison's  
desk, where he can easily refer to it.

Wishing you the compliments of  
the Season, I remain,

Yours very truly,

*Paul H. Brown*  
Assistant to Mr. Edison.

*First**514*

Jan. 5th. 1916.

Mr. A. D. Mackay,  
180 Pearl Street,  
New York City.

Dear Sir:

Your favor of the 27th ultimo to our Silver Lake Plant has been forwarded to this office. Correspondence on this subject should be addressed here to the Laboratory.

We would say for your information that we make Iron By-Hydrogen for use in our own storage battery, and as we have a little surplus capacity we offer some of it for sale outside. We had no idea, however, that there was any regular demand for it from outside sources.

If you will advise us how much you would want to obtain each month for the remainder of the present year, Mr. Edison will consider an increase in his manufacturing capacity to take care of a reasonable quantity. Until further notice the price will be as already quoted to you, but containers will be charged for extra.

Yours very truly,

Edison Laboratory.

*W.E.*

205  
503

Jan. 6th. 1916.

Mr. W. H. Blauvelt,  
% Somet-Solvay Company,  
Syracuse, N. Y.

My dear Mr. Blauvelt:

Allow me to thank you for your kind favor of the fifth instant in regard to Calcium Chloride Liquor. Let me say in reply that if I can get the 39%  $\text{CaCl}_2$  liquor cheap enough and the freight is not excessive, and if my process works out well (as it promises to do), I contemplate putting up a small plant which would probably require five tons daily. Would this be a sufficient quantity to justify you in installing apparatus to supply me with the liquor if I took it under contract?

Yours very truly,

if not how much

Thos A Edison

Jan. 5th. 1916

Prof. Malcolm MacLaren,  
Princeton University,  
Princeton, N. J.

Dear Sir:

Referring to our recent correspondence in regard to the early type of dynamo which I gave a good many years ago to Princeton University, let me say that so far as I can identify this machine, it was one of the earliest type that we built for commercial purposes at my shop in Goerck Street, New York in 1882. I am very confident that this was what we called the Standard 500 watt dynamo.

The machine in question is one of the earliest commercial types of the dynamo machine that we manufactured, and embodied the principle of the low resistance armature, which I evolved and developed. Any more elaborate statement than this would be too long for a letter, but if you would like to look into the matter further, I would suggest that you read the chapter entitled "Memories of Menlo Park", and the appendix entitled "Edison's Dynamo Work", contained in the biography written by Dyer and Martin, entitled "Edison; His Life and Inventions", which is published by Harper's. These matters were gone into quite extensively when this book was being written.

Yours very truly,

Thomas A. Edison

*First*

Jan. 6th 1916.

Scribner's,

597 Fifth Avenue,

New York City.

Dear Sirs:

Enclosed herewith find our order NO. 23342,  
for "VIVE LA FRANCE" by E. Alexander Powell,  
which kindly send to the Laboratory when  
published, sending the bill here for payment.


Yours very truly,

  
*First*

Jan. 6th. 1916.

Frank L. Young Company,  
120 Broadway,  
New York City.

Gentlemen:



I intended to acknowledge before this  
the receipt of your favor of the 30th ultimo  
in regard to Oleum. I brought the letter to Mr.  
Edison's attention at once, but he said that in-  
asmuch as the prices of Oleum are so high he will  
have to use 98% Acid.

Thanking you for your kind interest, I

remain,

Yours very truly,

*A. H. Young*  
Assistant to Mr. Edison.

Jan. 7th. 1916.

Strauss & Hodges,  
12 Broadway,  
New York City.

Gentlemen:

I beg to acknowledge receipt of your favor of the fourth instant, and am very glad to learn that the Board of Three General Appraisers has sustained the correctness of my entered value of Benzol shipped through Rouses Point and covered by entry No. A-773. This is a great relief to my mind, especially as it releases the car of Benzol which has been held up there since August last.

I shall take your advice and enter subsequent shipments for Customs purposes at 59 1/2¢ per gallon. The thing that troubles me, however, is how I am going to know when the Dominion Iron & Steel Company changes its price from sixty cents per gallon, up or down. I shall have to take some steps to provide for my being advised about this.

I am also going to take your advice against taking any steps towards the recovery of the 5% duty upon the difference between 59 1/2¢ and 25¢ per gallon which I have paid on shipments of Benzol subsequent to the one covered by entry No. A-773. The game is not worth the candle, and I think your advice is good on that point. You have my authority, therefore, to abandon any other appeals taken upon subsequent shipments.

I have approved your bill for services and have sent it to my bookkeeping department.

Yours very truly,

John A. Hodges

Jan. 8th. 1916.

Mr. W. S. Dowling,  
Aniline Division,  
Silver Lake, N. J.

Dear Mr. Dowling:

Your favor of the fourth instant in regard to the Mitsui drums was received and I have consulted with Mr. Edison in regard thereto. He wishes to have an examination made of the drums which contained residue or steam water. What we want to find out is whether or not the zinc inside is eaten off. I presume this is probably the case with the drums containing the residue, but possibly the ones containing steam water are alright. Will you please have this examination made and let me know about them as soon as you can.

As to the 12 which have never been used, please keep them aside and do not use them except upon instructions.

Yours very truly;

Assistant to Mr. Edison.

Jan. 8th. 1916.

Mrs. A. Lurrie,  
500 West 176th Street,  
New York City.

Dear Madam:

Your letter to Mr. Edison was received and laid before him. He requests us to say in reply that he could make a great deal more money if he could produce for sale a \$75. Diamond Disc Instrument and at the same time retain the quality of tone, but so far he cannot produce a satisfactory instrument at that price. The \$100. instrument is the limit in this direction. The smaller type of machine would not play all of the records satisfactorily, as some of them would be very thin and poor in tone.

Yours very truly,

Edison Laboratory.

First

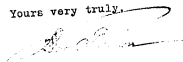
Jan. 7th. 1916.

Mr. Erman J. Ridgway,  
Everybody's Magazine,  
The Butterick Building,  
New York City.

Dear Mr. Ridgway:

I am in receipt of your favor of the fourth instant, and would say in reply that as I am already working from eighteen to twenty hours a day, it is simply impossible for me to undertake to answer your questions, as it would require too much of the time that I wish to devote to some important investigations I have on hand. In addition, let me say that I am an experimenter, and not a statesman.

Yours very truly,



Jan. 7th. 1916.

Hon. Henry M. Rose,  
% United States Senate,  
Washington, D. C.

Dear Mr. Rose:

It is certainly very courteous of the Executive Committee and Officers of the Michigan State Association of Washington to extend so cordial an invitation to me to be the guest of the Association on the occasion of its annual dinner on the 26th instant.

I regret to say that I shall be unable to accept this invitation, as I am in the midst of some very important investigations that are occupying my time and attention from eighteen to twenty hours a day, and it will be impossible for me to be with you to enjoy the festivities of the evening.

Yours very truly,

*Alfred C. Wilson*

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Jan. 8th. 1916.

Mr. Charles Gersuck,  
Martinsburg, Blair Co.,  
Pennsylvania.

Dear Sir:

Allow me to thank you for your  
favor of the first instant, and of the  
little good luck horse shoe which you forged  
for me on anvil.

I am glad to comply with your  
request for a photograph with my signature,  
and same will be forwarded to you by another  
mail.

Yours very truly,

Chas. Gersuck

Jan. 8th. 1916.

Mr. George F. Kunz,  
405 Fifth Avenue,  
New York City.

Dear Mr. Kunz:

Yours of the third instant is at hand, with the clipping from the Sunday Times. I am glad you feel that way. Nations change. Look at Japan and Russia, formerly enemies, but now bosom friends. How do we know but that Germany and Austria, or England and Japan may attack us? England hereafter will be a military nation.

With many thanks for your good wishes, which are heartily reciprocated, I remain,

Yours very truly,

First

Jan. 10th. 1916.

Mr. W. T. Richardson,  
Box 465,  
Tyler, Texas.

Dear Sir:

Your favor of the fourth instant to Mr. Edison was received. We cannot tell whether a singer would be able to render satisfactory service for us, unless we had a trial record of the voice, so we cannot answer your questions.

There is only one place at which a voice trial can be made for us, and that is at our Recording Studio, New York City. If you ever come East, you could call at 79 Fifth Avenue, New York, and ask for Mr. W. H. Miller, and he will take a trial record of your voice, which would be passed upon in due course. I would say for your information that we do not pay expenses of singers coming to make trial records.

We would add that in our experience we find a very small percentage of voices, not more than two or three per cent available for our purposes, as the tests are very severe indeed.

Yours very truly,

Edison Laboratory.

First

Stewart-Calvert Company, Inc.,  
1424 L. C. Smith Building,  
Seattle, Wash.

Jan. 8th. 1916.

Gentlemen:

I received your favor of the 30th ultimo in regard to Epsom Salts, and would say in reply that since I wrote to you previously I have found a substitute that will answer just as well for my process. I found that the prices were too stiff to enable me to use the material for the purpose I wanted it, and the dealers think that the price will not recede for some time. This, of course, is to your advantage.

The lowest price quoted me F.O.B. Orange was  $3\frac{1}{2}$ ¢ per pound, and I could not stand that.

Yours very truly,  
*Stewart-Calvert*

538

Jan. 8th. 1916.

Mr. Frederick A. Whiting,  
11 State Street,  
Framingham Center, Mass.

My dear Mr. Whiting:

Thanks for your favor of the first instant,  
which has been read with interest.

The Sonora uses our records. It is a cuckoo.  
It makes no records, but seeks to sell its machine at other  
people's expense. The award given to the Sonora at Frisco was  
obtained by using our records.

There is no muffler made that will control  
all records. I think that ours comes the nearest to it. All  
the others which use a valve give very bad echo notes on certain  
records.

Yours very truly,

*J. C. [unclear]*

43

Jan. 10th. 1916.

American Siliconite Company,  
5 Watts Building,  
Birmingham, Ala.

Gentlemen:

I am in receipt of your favor of the fifth instant in regard to Siliconite Flour, and thank you for the quotation which you made to me by wire.

I was making inquiry in regard to the price of this material, as I am experimenting on a certain process in which I might be able to use it. These experiments are still in progress, but I am not certain yet as to whether or not I shall be able to make use of it.

Thanking you for your kind attention, I remain,

Yours very truly,

*Forrest*

Mr. Percy MacKay,  
16 Gramercy Park,  
New York City.

Dear Mr. MacKay:

I am in receipt of your favor of the seventh instant, and would say in reply that you have my permission to include my name on the memorial committee in connection with the memorial meeting to your father.

I am so exceedingly busy that it was impossible for me to get away today to attend your reading.

Yours very truly,

*Forrest*

*First*

Jan. 11th. 1916.

Miss Clara M. Ternison,  
1014 Lime Avenue,  
Long Beach, Cal.

Dear Madam:

Your favor of the third instant to Mr. Edison has been received, and he requests us to say that we shall be glad to take a trial record of Mrs. Wiseman's voice should she happen to be in New York City on her Eastern tour. We have only the one place where we can take these trial records, and that is at our Recording Department at 79 Fifth Avenue, New York City.

If you will kindly ask Mrs. Wiseman to write to Mr. W. H. Meadowcroft at the Edison Laboratory, Orange, N. J., when she is in New York, he will send her a letter introducing her to the Manager of our Recording Department.

Yours very truly,

Edison Laboratory.

*Thurst*

Jan. 11th. 1916.

Miss Augusta Wrensch,  
Pleasantdale, N. J.

Dear Miss Wrensch:

Your favor of the eighth instant to Mr. Edison has been received, and I regret that the matter of your making a trial record was overlooked. I suppose you will need no long explanation about this as it happened during the time of the fire, when we were all upset and many of our papers were lost.

Mr. Edison is so exceedingly busy that he does not now listen to singers himself. He requires them to go to our Recording Laboratory in New York to make a trial record there.

If, therefore, you will take this letter with you some day when you are going to New York (except Saturday), and present it to Mr. Walter H. Miller, at our Recording Department, 79 Fifth Avenue, he will take a trial record of your voice and send it over for hearing in the usual way.

Trusting that this will be satisfactory, I remain,

Yours very truly,

*J. E. Smith*  
Assistant to Mr. Edison.

*First*

Jan. 11th. 1916.

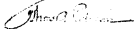
Dr. Thomas T. Gaunt,  
53 West 50th Street,  
New York City.

Dear Dr. Gaunt:

Replying to your favor of the 8th instant, let me say that flesh can be removed gradually, by first oxidizing the surface about 10/1000 inch deep with Nitric Acid. This makes the flesh an organic acid. A substance called Iso-Butylamine will dissolve this layer of 10/1000, when another layer can be oxidized. Thus, a leg could be cut off without any blood showing or any danger of inoculation by bacteria. Should conditions arise where there was some slight pain, a little cocaine could be used on the wound. I do not think there is any Iso-Butylamine in the United States. It would have to be made.

In fighting cancer why not apply a counter nutrient more nutritious than the human flesh. The cancer cells would perhaps grow towards this, especially as the protective cells of the human would be fighting against progress in the body, whereas, the nutrient would have no fighter to oppose.

Yours very truly,



*First*

Jan. 11th. 1916.

Mr. William Wiener, Principal,  
Central Commercial and Manual Training High School,  
Newark, N. J.

Dear Sir:

Your favor of the seventh instant has been received, and I regret to learn that one of the storage batteries in your Physical Laboratory exploded.

We frequently have cans explode, which causes them to bulge out. The reason of such explosions is due to a failure to keep the water above the plates. From a lack of water the iron catches fire by reason of oxidation, and this fires the gases in the cell. No precautions are necessary but to follow the printed instructions and to keep the liquid a half an inch above the plates.

Yours very truly,

*First*

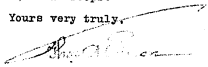
Jan. 11th. 1916.

Mr. E. W. Durant, Jr.,  
Charleston, S. C.

Dear Sir:

Replying to your favor of the 7th instant, let me say that I have not written any articles or pamphlets on the subject you mention, but I feel quite sure that in time the United States Army will recommend a military road from Maine to the South, built of reinforced concrete, for the heaviest artillery, and the rapid movement of troops.

Yours very truly,



January 13, 1916.

Fidelity & Deposit Co. of Maryland,  
General Fidelity Division,  
Baltimore, Maryland.

Attention Mr. J. A. Watson.

Dear Sirs:

Your letter of the 11th instant regarding  
W. A. BONN received.

Mr. Bonn worked at the Laboratory from  
March 9, 1911 until Aug. 18, 1914, when he was laid  
off owing to slackness of work. He was then rehired  
by the Edison Storage Battery Co. and the Thos. A.  
Edison, Incorporated, departments, leaving here about  
the month of May or June.

His services while at the Laboratory were  
always satisfactory, his superiors hold nothing  
against him.

Yours very truly,

  
Paymaster.

*First*

Jan. 13th. 1916.

Cecilia Stuart L. Blackton,  
Vitagraph Studio,  
15th Street and Locust Avenue,  
Brooklyn, N. Y.

My dear Mr. Blackton:

I don't think I have written  
you my thanks for your courtesy in sending  
over the films of "The Battle Cry of Peace"  
for me to see. Let me remedy this omission  
now, and say also that my wife and I derived  
great enjoyment from seeing this wonderful  
picture. I say, now, as I said then, every  
man, woman and child in America ought to see  
it.

Yours very truly,

*Charles Alden*

*First*

January 15, 1916.

Mr. J. W. Vincent, Treasurer,  
Llewellyn Park,  
West Orange, N. J.

Dear Sir:-

Enclosed find pledge of Mr. Edison  
which increases his contribution to meet the current  
expenses of the park for the year 1916 from \$100.00  
to \$150.00.

I understand from our telephone  
conversation that the amount will be added to  
Mr. Edison's annual bill.

Yours very truly,

Secretary.

376

474

Jan. 14th. 1916.

Mr. J. H. Plummer, President,  
Dominion Iron & Steel Company,  
Toronto, Ontario, Canada.

Dear Mr. Plummer:

Your favor of the 4th instant in regard to Toluol was received in due course of mail, but I was unable to answer it by sending you a quotation of price as we had some negotiations on hand. It was uncertain as to whether these would go through or not, so I have waited until the time had come to decide the matter one way or another. The parties with whom I have been negotiating have availed themselves of the option and have taken all the Toluol I can supply for a year from May on.

I am much gratified to note that your Company is doing very much better in regard to the shipments of Benzol, and I want to thank you for your kind attention in the matter. There are one or two empty cars on the way back to Sydney, and I hope they will get there on time. We have been a little crippled on account of the one car that was tied up at Houses Point since last August, but that is on the way here now, and is expected here very soon. We have storage tanks and will empty it and send it back to Sydney within twenty-four hours after its arrival.

After the serious trouble we had with the U. S. Customs Authorities, I am going to take the liberty of asking that you will issue instructions to your people to be very careful about the invoicing so that an endorsement is made on the consular invoice of the market value in Canada. I think perhaps it will be well to send you copy of a letter I have received today from our Custom House Brokers at Houses Point. You will find it attached hereto.

Strauss & Hedges, the New York lawyers who fought through the United States Government's reappraisement here for me, and won the case, wrote to me stating they had learned that your Company sold Benzol in Canada to a company engaged in the manufacture of explosives at a contract price of 60¢ per gallon to hold good during the continuation of the war. If this is so, this of course establishes a market value in Canada unless you should sell Benzol at a higher price to someone else in Canada.

By the way, if you are not doing anything with your Naphthalins, I shall be glad to have a talk with you about it the

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Page two-

next time you make a trip to New York. We are refining ours and getting a nice price for it.

Yours very truly,

*Miss A. Edson*

Hirst

Jan. 14th. 1916.

Mr. D. Gray,  
Big Run Planing Mill & Furniture Factory,  
Big Run, Pa.

Dear Sir:

Replying to your favor of the 10th instant, let me say that we have to get out our sales data for last year before we can decide what is wanted for the present year. As soon as I have been able to do this I will take the matter up again, but in the meantime let me advise you not to turn down anyone else for our work if you have a chance to make contract with any other concern.

Yours very truly,

*[Signature]*

261

Jan. 14th. 1916.

Mrs. S. Balcom,  
Brooksville, Fla.

Dear Mrs. Balcom:

I received your favor of the 9th instant, and also the mortar and pestle, which came in by parcel post last night. It reached me in good order, and I want to thank you for your kindness in forwarding it. I shall preserve it in the family.

Yours very truly,

*First*

Jan. 17th. 1916.

Tidewater Portland Cement Co.,  
Baltimore, Md.

Attention of Mr. Stapleton.

Dear Sir:

Mr. Edison requests me to write and say to you that he has received the sample of your light burned lime and will investigate it a little later on. He is now having the plant erected where the lime will be used.

Thanking you in his behalf for your kind attention, I remain,

Yours very truly,

Assistant to Mr. Edison.

*Grove*

Jan. 14th. 1916.

Mr. Charles Whiteman,  
204 Summer Street,  
Paterson, N. J.

Dear Sir:

Your favor of the 11th instant has been handed to me, and I note your desire to have a disc record of "God be with you till we meet again" by mixed voices, quartet style. We have a great deal of music ahead for recording, but I will have my Musical Department get this selection and if we find it will be suitable for our records we will put it on in due course of time.

Yours very truly,

Jan. 17th. 1916.

Cozens Cabinet Co. Inc.,  
625 Sixth Avenue,  
New York City.

Gentlemen:

Your favor of the 12th instant to Mr. Edison was received. He requests me to say that he will be glad to see your Mr. Cozens any day. He is usually here every day and all day long.

When your Mr. Cozens comes to the Laboratory please let him inquire for me, and I will arrange for him to meet Mr. Edison.

Yours very truly,

Assistant to Mr. Edison.

159

500

630

Jan. 17th. 1916.

Mendel Samuel & Sons,  
157 Commerce Street,  
Newark, N. J.

Gentlemen:

I want to call your special attention to the fact that you have not yet shipped me Cast Iron Borings this month in accordance with your sample under our contract.

I have on hand now only six days supply, and as I use 100 tons a month, I shall be compelled to go out and buy them elsewhere and charge the difference to your account unless you make a delivery within the next two days.

Yours very truly,

*M. S. Samuel*

First

Jan. 17th. 1916.

Acting Chief John Fowy,  
Fire Headquarters,  
Newark, N. J.

Dear Sir:

Allow me to offer my thanks and appreciation for the prompt response to our call, and the efficient assistance given by you and Engine Company No. 23 at the fire which occurred at my Silver Lake plant a week ago. I want to compliment you all upon the good work which was done in extinguishing the fire and preventing farther loss.

Yours very truly,

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Jan. 17th. 1916.

Mr. W. H. Blauvelt,  
Consulting Engineer,  
Semet-Solvay Company,  
Syracuse, N. Y.

Dear Mr. Blauvelt:

I am much obliged for your favor of the 14th instant regarding Calcium Chloride Liquor. The price you name gives me some data to work on, and I will now see if I can afford to pay the price, and will let you know a little later on.

I am glad to say that only one of the two main buildings in my new Carbolic Plant was burned by the recent fire, but we rebuilt it in four days and the plant is now working again full time. We do not let dust settle on us around here.

Yours very truly,

*Flors*

605

Jan. 17th. 1916.

Chief Nicholas Comeskey,  
Fire Headquarters,  
Belleville, N. J.

Dear Sir:

allow me to express my thanks and appreciation for your prompt response to our call on the occasion of the recent fire at my Silver Lake plant, as well as for the efficient work done by you and your men at that time.

It gives me pleasure to request your acceptance of an Edison Disc Phonograph and some records, and if you will send me your home address I will have the same sent over to your house.

I have asked Mr. John V. Miller at our Silver Lake plant to have some cigars sent over for your men with my compliments.

Yours very truly,

*Flors*

*First*

Jan. 17th. 1916.

Chief George E. Koeber,  
Fire Headquarters,  
Bloomfield, N. J.

Dear Sir:

Allow me to express my thanks and appreciation for your prompt response to our call on the occasion of the recent fire at my Silver Lake plant, as well as for the efficient work done by you and your men at that time.

It gives me pleasure to request your acceptance of an Edison Disc Phonograph and some records, and if you will send me your home address I will have the same sent over to your house.

I have asked Mr. John V. Miller at our Silver Lake plant to have some cigars sent over for your men with my compliments.

Yours very truly,

*First*

Jan. 17th. 1916.

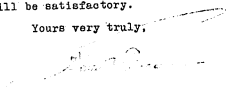
Lauter Company,  
Newark, N. J.

Gentlemen:

Replying to your favor of the 14th instant in regard to the Lauter Upright Piano recently purchased by me, let me say that the piano is a little out of balance as to the volume given by the individual keys.

We have sent to you for a tuner, as the piano is a little off, but after it is tuned I think it will be satisfactory.

Yours very truly,



285

569

Jan. 15th. 1916.

Mr. A. D. Mackay,  
130 Pearl Street,  
New York City.

Dear Sir:

You will, of course, remember that in the latter part of last year we made you a quotation on Iron by Hydrogen, which you turned over to Binney & Smith at the same price at which we quoted you, and they sent us an order for 3,000 pounds at that price.

They have written to us in regard to a further supply, and before quoting thereon we write to ask whether it is all right, so far as you are concerned, for us to deal with them direct, as this concern was your customer in the first place. We shall have to quote a higher price on account of the advance in materials, and we would like to quote net, without brokerage or commission, if possible. My impression is that you told me over the telephone that your commission came from their side of the house. Will you kindly advise me at your earliest convenience.

Yours very truly,

*H. Edison*

Assistant to Mr. Edison.

518

566

January 18. 1916.

Mitsui &amp; Co., Ltd.,

25 Madison Avenue,

New York City.

Attention Mr. S. Takaki.

Dear Sirs:

Will you kindly send the T. A. Edison.  
Incorporated, (Carbolic Division) thru me a Credit  
Memo for twenty cents a gallon for benzol used in  
carbolic acid, shipped to Japan. as follows:

Nov. 10	25,996 lbs.	4992 gals benzol
19	13,857 "	2665 " "
Dec. 2	26,014 "	5003 " "
16	26,056 "	5013 " "
31	15,036 "	2892 " "

Thanking you, I am.

Yours very truly,

Secretary.

Jan.

Mr. A. H. Woodward, Chairman,  
Woodward Iron Company,  
Woodward, Ala.

Dear Mr. Woodward:

I have received your favor of the 12th in regard to the percentage of Toluol recovered by the Company at its Plant at Fairfield. Let me say in reply the quantity of Toluol recovered depends largely upon the coal carbonized. At our plant at the Cambria Steel Johnstown, Pa. we obtain 16% of Toluol with the same kind of apparatus that we use at Woodward. It is easier there to get the Toluol than to get Benzol.

The whole trouble at Woodward is that the percentage of Toluol does not seem to be in the gas, and this may be due to either the coke or to the ovens.

With kind regards, I remain,

Yours very truly,

*Thos A Edison*

Relative proportions  
change according to

*conditions of  
the  
process*

373

672

Jan. 18th. 1916.

Mr. Frederic A. Whiting,  
11 State Street,  
Framingham Center, Mass.

My dear Mr. Whiting:

Your favor of the 12th instant  
has been received. This need not be the "last  
call": You may keep on "butting in". I enjoy  
your letters and want to receive your ideas and  
criticisms.

Yours very truly,

*Wm A. E. Lincoln*

*First*

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Jan. 19th. 1916.

Miss Frances Christmas,  
808 Quincy Street,  
Brooklyn, N. Y.

Dear Miss Christmas:

Our mutual friend Mr. Raymond L. Bowers has written to me saying that you would like to have the opportunity of making a trial record to see if we can utilize your services in making records for the Diamond Disc.

If you will please take this letter over to Mr. Walter H. Miller at our Recording Department, 79 Fifth Avenue, New York, he will arrange with you to make a trial record which will be submitted for criticism in the regular way.

Yours very truly,

Assistant to Mr. Edison.

540  
 555

Jan. 19th. 1916.

A. B. Badger & Sons Company,  
 71 Fifth Street,  
 Boston, Mass.

Gentlemen:

I am sorry that there has been such a long delay in taking up the matter of the settlement of your account for the two Carbolic Stills. Everyone of us has been so exceedingly busy of late that it has been somewhat difficult to get matters straightened out.

At last, however, I have received the figures from the two second Plants, and these show as follows:

As to the Carbolic Still in #1 Plant.

The copper pipe serving now in place of the column and Saphlogrator cost, according to bill received from Lawrence & Company.	\$91.20
Another bill from Lawrence & Company for material and labor amounts to	27.19
for a bronze casting and for three gate valves, we spent according to bill from the Laboratory, dated July 31st, 1915.	74.80
For miscellaneous material we spent, according to list "a"	28.99
For labor here in Silver Lake as paid	158.34
Condensing coil consisting of 3" copper pipe 12' long, including copper tank.	30.
Fixed cost.	<u>410.51</u>

As to the Carbolic Still in #2 Plant.

After the still was erected as originally furnished it was partially dismantled twice and new parts added. The items are as follows:

Labor changing.	673.61
7/20/15. U. T. Hungerford Brass & Copper Co.	132.58

Page two-

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677

7/21/18.	American Tube works,	208.57
7/22/18.	Garment & Evans,	192.11
7/23/18.	L. Lawrence & Company,	247.72
7/24/18.	Hooker Brothers,	57.20
7/25/18.	Simmons Pipe Bending Works,	246.75
Total amount,		\$1759.94

You will see, therefore, that as to the 1st still we spent \$420.81 and as to the second still \$1759.94. These were our actual cash disbursements. It was rather a sad experience for me, as I lost a great deal of money on account of being unable to use the stills until we had practically rebuilt them. I was under contract to deliver \$2,000. worth of Phenol per day from the one plant and about \$2100. worth a day from the other plant.

Yours very truly,

John O. Edwards

*Forest*

Jan. 19th. 1916.

Mr. F. H. Jayne,  
Security Sales Co.,  
664 McKnight Building,  
Minneapolis, Minn.

Dear Sir:

I beg to acknowledge the receipt of your favor of the 15th instant, which I have read with a great deal of interest. Let me congratulate you on your common sense method of procedure which brought about the desired results. Many people would not have reasoned the matter out and might have condemned the Diamond Disc Instrument.

I beg to thank you for your kind interest in letting me know, and I have asked our management to caution the dealers on this point.

Thanking you for your kind wishes for the New Year, which are heartily reciprocated, I remain,

Yours very truly,

*Wm. A. Edison*

*First*

Jan. 19th. 1916.

Mr. Charles F. Rand, President,  
Essex County Country Club,  
West Orange, N. J.

Dear Mr. Rand:

Your very kind invitation to attend the annual meeting and banquet of the Essex County Country Club on February 1st is very much appreciated, but I shall be unable to give myself the pleasure of being present on that occasion.

I am exceedingly busy on a special series of experiments that require my attention day and night, and I cannot see any possibility of being able to get away to attend this function.

Thanking you for your courtesy and trusting that you will kindly express my thanks and appreciation to the Board of Governors, I remain,

Yours very truly,

*Thos. A. Edison*

517

Mr. A. D. MacKay,  
130 Pearl Street,  
New York City.

Jan. 20th. 1916.

Dear Mr. MacKay:

I am in receipt of your favor of the 19th instant, and am much obliged therefor. I shall now take up the matter of the Iron by Hydrogen direct with Binney & Smith. Of course, we regret to disturb the matter of price, but it is impossible to do otherwise. Raw materials are costing us a great deal more money and of course we had to increase our price accordingly.

In regard to your friend Mr. Williams, let me say that our regular mode of procedure is to have trial records taken of any singer or instrumentalist. These are passed upon by the proper committee, who decide whether the voice or instrumental performer comes up to our requirements. I must tell you right off that the requirements are exceedingly severe. It is not a matter of name or reputation but only the technical requirements. Mr. Edison would just as soon take on one of our factory hands as a singer as he would a great opera artist whose reputation was partly due to acting, provided that the factory hand had a voice that would answer our technical requirements.

It gives me pleasure to hand you herewith a letter which you may give Mr. Williams to present to our Recording Department in New York if he would like to go and make a trial record.

Yours very truly,

Enclosure.

First

Jan. 21st. 1916.

F. J. Lisman & Company,  
30 Broad Street,  
New York City.

Gentlemen:

Replying to your inquiry, let me say that the battery in the Submarine did not explode and it is in good condition now. The trouble is entirely a question of ventilation to remove the gases which in this case was neglected. The same explosions have occurred with gasoline when the ventilation was neglected. We have never had an explosion in eight years, and we have millions of cells in use.

Four Submarines in another country have had Edison Storage Batteries working since the war with no accident, because they take care to ventilate properly.

Yours very truly,

Wm. A. C. —

*First*

Golding & Sons Company,  
Trenton, N. J.

Gentlemen:

I am referred to you by the Foote Mineral Company of Philadelphia. They tell me that you handle Powdered Feldspar. I may be in the market for regular quantities in carload lots, but for the present moment I would like to get for experimental purposes 250 pounds containing about 10% Potash as  $K_2O$ . Will you kindly express this sample quantity to me and also write me with your quotation of price in carload lots.

Please address the 250 pounds to my Assistant, Mr. W. H. Meadowcroft, at this address. When it is received he will bring it to my attention immediately.

Yours very truly,



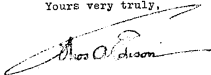
Jan. 21st. 1916.

Mr. H. Griffen Marshall,  
144 West 126th Street,  
New York City.

Dear Mr. Marshall:

Allow me to thank you for your favor of the 10th instant in which you relate an incident which I have read with a great deal of interest and amusement. The episode is well worth relating, and I appreciate your courtesy in writing to me about it.

Yours very truly,



*Trist*

Jan. 22nd. 1916.

A. M. Wood & Company, Inc.,  
Commercial Trust Building,  
Philadelphia, Pa.

Attention of Mr. A. J. Hoffmann.

Dear Sir:

I am in receipt of your favor of the 21st instant, and am glad to learn that the five pound samples of Cast Iron Borings marked #1 Needle and #1 Fine are on the way. Of course, you understand that we can only use Cast Iron Borings, not Steel.

I am glad to learn that you have diverted the car of fine borings to our Aniline Plant at Silver Lake, N. J., in accordance with the understanding with Mr. Cumming of the Industrial Service Company. We shall be very glad to have this car if the borings are Cast Iron, and we understood from him that they are.

We are in the market for 100 tons per month, and shall hold off final closing of contract until we have seen you, providing that you can come not later than Wednesday.

We will send you our formal order for the car of fine Cast Iron Borings which you have diverted to us.

Yours very truly,

Assistant to Mr. Edison.

*Enclosed find two samples of cast iron borings one from the  
car of the Edison*

600

Hirst

January 24, 1916.

Mrs. Marion E. Oeser.

Postlagernd.

Neuenburg, Baden.

Germany.

Dear Mrs. Oeser:

On the 20th instant our bank transferred to your account in the Dresdner Bank, Freiburg the equivalent of \$200.00. Will you please advise whether you have received it.

Yours very truly,

  
Secretary.

561

Jan. 24th. 1916.

Mr. John Bacon, Jr.,  
Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

Your favor of the 21st instant to Mr. Mason was handed by him to Mr. Edison, who was interested to learn that the Cambria Steel Company might have 10,000 gallons of Benzol under 10 distillation to dispose of.

I telegraphed you this morning and enclose carbon copy of the telegram.

Yours very truly,

Assistant to Mr. Edison.

Enclosure.

*First*

*639*

January 24, 1916.

Antitrust Division of T. A. Edison,  
Silver Lake, New Jersey.

Attention Mr. James Morrison.

Dear Mr. Morrison:

As per phone conversation of this evening I am giving you the figures of the Operating Policy of the Edison & Phenol plants from Dec. 1st 1915 to January 18th 1916 inclusive.

The figures from Dec. 1st to 9th 1915 inclusive are for the Ocean Accident & Guaranty Corp., policy having expired at the latter date.

Week Ending December 10th 1915		Phenol Plant Dec. 1 to 9	
Mfg. Opr.	1312.89	Mfg. Opr.	3026.09
Clerical	80.41	Clerical	80.41
Chauff.	10.00	Chauff.	10.00
Total	1403.30	Total	3116.50

Beginning December 10th 1915, our liability insurance is being taken care of by Owens & Phillips, and the following is the amount for the various divisions to and including Jan. 18th 1916.

Week Ending December 14, 1915		Phenol Plant	
Mfg. Opr.	631.91	Mfg. Opr.	1281.89
Clerical	40.20	Clerical	40.20
Chauff.	5.00	Chauff.	5.00
Total	677.11	Total	1326.89

Week Ending December 21, 1915		Phenol Plant	
Mfg. Plant		Mfg. Opr.	1969.89
Mfg. Opr.	1007.64	Clerical	63.81
Clerical	51.81	Chauffeur	7.80
Chauffeur	100.00	Total	2041.50
Total	1059.45		

638

639

- 2 -

Rolls - Bill

Week Ending Dec. 28, 1915.  
Aniline Division

Expense Report

Mfg. Opr. 140.68  
Clerical 43.81  
Chauffeur 7.50  
Total 192.09

Mfg. Opr. 1404.74  
Clerical 63.81  
Chauffeur 7.50  
Total 1476.05

## Week Ending Jan. 4, 1916

Mfg. Opr. 891.44  
Clerical 84.88  
Chauffeur 7.50  
Total 1083.82

Mfg. Opr. 1935.04  
Clerical 88.88  
Chauffeur 7.50  
Total 1931.42

## Week Ending Jan. 11, 1916.

Mfg. Opr. 1080.04  
Clerical 139.23  
Chauffeur 7.50  
Total 1226.77

Mfg. Opr. 1985.85  
Clerical 139.23  
Chauffeur 7.50  
Total 2102.58

## Week Ending Jan. 18, 1916

Mfg. Opr. 1054.08  
Clerical 135.06  
Chauffeur 7.50  
Total 1196.64

Mfg. Opr. 2115.79  
Clerical 135.06  
Chauffeur 7.50  
Total 2258.35

This constitutes all the operating pay  
rolls to date. I. e. January 18, 1916.

Yours very truly,

S. M. Mather

*First*

Mr. Glenn Campbell,  
355 North Davis,  
Helena, Montana.

Dear Sir:

I am in receipt of your favor of the  
17th instant, which I read with a great deal of  
interest.

I doubt whether the scheme you sug-  
gest would make the music much louder. We have  
had some requests of this kind before. We hope  
to get out an attachment to increase the volume  
of sound by using a small motor and pump for  
compressing the air.

Yours very truly,

*Wm. A. Schuman*

*Swift*

Jan. 25th. 1916.

Mr. Isaac W. England,  
Passaic, N. J.

Dear Mr. England:

I have received your favor of the 21st instant, which has had my careful consideration.

There are two iron mines and a graphite mine on the property. As I remember it, these mines are at the extreme end of the property near the Riggs line. I would like to retain these, and it occurs to me that perhaps our views may coincide, and that you perhaps might not desire them.

The lake and all the clear space around it is free of mines, and I would give you clear title without any payment.

Yours very truly,

*Thos A. Edison*

Trust

Jan. 25th. 1916.

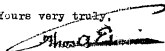
Mrs. B. C. Moore,  
Vincennes, Ind.

Dear Madam:

Your compliments in regard to the Diamond Disc Phonograph have been received, and I certainly am glad to learn that the Instrument and records have afforded you so much pleasure. I think there is still more in store for you, as I am working hard to make still further improvements.

Now in regard to making a record of the Scottish "Flowers of the Forest", I have instructed my Music Department to obtain copy of this song for me, and if I find it suitable I shall certainly be glad to put it on the records.

Yours very truly,



First

Jan. 24th. 1916.

Mr. Nathaniel Pratt,  
Acting General Secretary,  
American Institute of Social Services,  
Bible House,  
Astor Place,  
New York City.

Dear Sir:

Your favor of the 19th instant  
has been received. While I am interested  
in all sorts of progressive movements, it  
is simply impossible for me to undertake any  
discussion of them, nor can I spare the time  
for interviews on these subjects.

My extensive business enterprises  
and experimental work keep me busy from  
eighteen to twenty hours a day, and it is all  
I can do to find a little time to eat and  
sleep. I shall, therefore, have to be ex-  
cused from making an appointment for an in-  
terview on the matter referred to.

Yours very truly,

*Wm A. Wilson*

538

Jan. 24th. 1916.

Mr. Frederic A. Whiting,  
11 State Street,  
Framingham, Mass.

My dear Mr. Whiting:

I have received your favor of the 20th instant, which has had my careful attention. I am pretty busy just now, and, therefore, will not attempt to reply to it, but if you ever happen to be in New York, I shall be glad to have you come over and see me. I have quite a lot to explain to you why I cannot quickly do some of the things you suggest, although all will come well in time.

If you are in New York and think of coming out here, please call up my Assistant, Mr. Meadowcroft on the telephone before you come, so as to make sure that I will be here.

Yours very truly,

*Wm. A. C. Adams*

555

Jan. 26th. 1916.

H. A. Badger & Sons Co.,  
75 Fifth Street,  
Boston, Mass.

Gentlemen:

I am in receipt of your favor of the 22nd instant regarding our expenditures on the two Carbolic Stills at Silver Lake. I am very busy indeed, and it would take quite sometime for me to draft out a report of the conditions which necessitated the changes. As you have an Engineer who travels about the country, I think it would be better to have him come over to our Plant and check up these statements that we have submitted.

Will you kindly have him report to me, or to Mr. Headwaters when he comes.

Yours very truly,

*Shos A. Edman*

First

Jan. 26th. 1916.

Mr. John Black,  
1069 East 18th Street,  
Brooklyn, N. Y.

Dear Sir:

Replying to your favor of the 24th instant, Mr. Edison requests us to say that he does not grant interviews to anyone on Sundays, and, therefore, cannot accede to your request. Just now he is exceedingly busy on a special line of experiments that will engage his entire time and attention for several weeks to come, and he does not even see officers of our own corporation unless their business is of the most imperative nature. Be fear, therefore, that we shall be unable to make any appointment with him for you for quite sometime to come.

Yours very truly,

Edison Laboratory.

First

Jan. 27th. 1916.

Miss Margaret Horne,  
West Virginia University,  
Morgantown, W. Va.

Dear Miss Horn:

Mr. Edison requests us to say in  
reply to your recent favor that the Committee  
reported on your test record as follows:

"Pretty fair violinist, but she  
uses the vibrato too much. Makes  
it too prominent especially on  
E string."

Yours very truly,

Edison Laboratory.

Thirst

Jan. 27th. 1916.

Mr. Edward Stewart Lee,  
33 Caroline Street,  
Saratoga, N. Y.

Dear Sir:

We received a letter from your mother in which she speaks of your singing and feels sure that you might be able to make phonograph records for us.

We are always on the lookout for suitable voices, but the only way that we can ascertain whether they will be desirable for us is to have the singers make a trial record for us.

We do not pay the expenses of singers coming to make these trial records, but if you happen to be in New York City at some future time, we shall be glad to have you stop in at our Recording Rooms, 379 Fifth Avenue, and show this letter to Mr. Walter H. Miller, the Manager, who will take a trial record of your voice and submit it in the proper quarters for decision.

Yours very truly,

Edison Laboratory.

**General Letterbook Series  
Letterbook, LB-110 (1916)**

This letterbook covers the period January-March 1916. Most of the correspondence is by Edison and William H. Meadowcroft. Included are letters pertaining to Edison's benzol absorbing plants and other chemical manufacturing interests, as well as to business conditions during World War I. One letter mentions a strike at the carbolic acid plant in Silver Lake, New Jersey. Other items concern the sale of toluol to the British government. There is also correspondence dealing with the technical and commercial development of motion pictures, phonographs, and storage batteries. The correspondents include investment banker Clarence Dillon, businessman Isaac W. England, longtime Edison associate Samuel Insull, electrical engineer Charles P. Steinmetz, and representatives of J. P. Morgan & Co. and Mitsui & Co.

The spine is stamped "Letters" and is marked "T.A.E. From Jan. 27 1916 To Mar. 4 1916." The number "48" also appears on the spine. The book contains 696 numbered pages and an index. Approximately 15 percent of the book has been selected.

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ABCDEFGHIJKLMN O PQRSTU VWY

Yorke Printing Mills Co. 140-213-

First

Jan. 27th. 1916.

Mr. Alan B. Hawley, Chairman,  
Aero Club of America,  
297 Madison Avenue,  
New York City.

Dear Mr. Hawley:

I have received your favor of  
the 24th instant asking a contribution from  
me to a fund for raising \$12,500. for the bene-  
fit of the Aviation Section of the Militia  
of the State of Ohio.

I take pleasure, therefore, in hand-  
ing you herewith my check for \$100. as my con-  
tribution to this fund.

Yours very truly,

*Thomas Edison*

Enclosure.

Maist

Jan. 27th. 1916.

Sir William Mallock,  
Honorary Treasurer,  
Canadian Patriotic Fund,  
Toronto, Ontario.

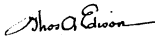
Dear Sir:

Your telegram asking me to subscribe to the Canadian Patriotic Fund, for the support and maintenance of the families of the Canadian soldiers fighting at the front, and on behalf of the Canadian Red Cross Society. I am glad to subscribe to this worthy cause, and have, therefore, sent you the following telegram this morning.

"Your telegram received. Please  
put me down for five hundred dollars  
for Canadian Patriotic Fund."

I understand from your telegram that the subscriptions are to be paid in ten equal monthly installments, and, therefore, enclose my check herewith for the 1st installment of \$50.00.

Yours very truly,



Enclosure.

Dunst

Jan. 27th. 1916.

Clarence Dillon, Esq.,  
& Wm. S. Read & Company,  
Bancan & Cedar Streets,  
New York City.

Dear Mr. Dillon:

'Tis weary waiting! I think it must be as much as five or six weeks ago since I first asked you whether you would be able to renew my Benzol contracts after the expiration, and possibly increase the quantity. You have said to me several times that you expected to decide the matter in a few days, but I am still without anything definite from you.

I am planning to go to Florida pretty soon, if I can get away, and want to tie up all the loose ends before I go.

Can we not get this matter fixed up?

Yours very truly,

*Alfred*

*Harst*

Jan. 27th. 1916.

Mr. George Henderson,  
701 Franklin Building,  
Twelfth and Walnut Streets,  
Philadelphia, Pa.

Dear Sir:

Replying to your favor of the 25th instant, let me say that 90% of the bonds of the Edison Portland Cement Co., are owned by the Directors of the Company. On account of the great depression of the cement business for the past six year, the Company decided not to operate, <sup>but</sup> to put the mill in good condition and await the advent of prices that would be greater than the cost of production.

The market price of cement is now more attractive, and the mill will start up in the Spring when the shipping season opens. In my opinion the earning should be far more than is necessary to pay the arrears of interest and also the regular interest on the bonds.

Yours very truly,

First

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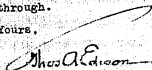
Jan. 27th. 1916.

Mr. Samuel Insull,  
120 W. Adams Street,  
Chicago, Ill.

Dear Insull:

My Engineer, H. R. Hutchison,  
wrote your Walker Company to give him a  
chance to put through a deal with the  
Postmaster General as to employing Walker  
trucks and Ward trucks of the small size.  
I think he can land a large order if you  
make a deal with him and give him a little  
time to put it through.

Yours,



Howard A. Edison

Answer

Jan. 28th. 1916.

Mr. Frederic A. Whiting,  
Framingham, Mass.

Dear Mr. Whiting:

I have received your favor of the 26th instant with suggestion of a library desk or table, concealing the phonograph. The Vocalion people have something like the idea shown in your sketch, and I think there is also a French machine of somewhat similar construction.

I think the idea is a good one, but our selling force does not like it.

Yours very truly,

Wm. O. Brown

*First*

Jan. 29th. 1916.

Mr. E. E. Hittel,  
Organization Secretary,  
Aircraft Defense League,  
Room 803,  
605 Fifth Avenue,  
New York City.

Dear Sir:

Replying to your favor of the 25th instant, I understand that the General Electric Company have the best searchlights. They made a great many for the Panama Exposition, and these have now all been sold to Russia for war purposes.

Yours very truly

*Thomas Edison*

*First*

Jan. 21st. 1916.

Mr. J. P. O'shea,  
Secretary to Mr. Polk,  
Hobart Building,  
San Francisco, Cal.

Dear Sir:

I have received your favor of the  
21st instant with clipping therein referred  
to.

This is the first time I have ever  
known of an architect who had a sense of humor.  
I have known three; No. 1 had melancholia,  
No. 2 was a pessimist, and No. 3 quit architect-  
ing and bought out an undertaker.

Now I know that there are exceptions.

Yours very truly,

*Thos A Edison*

First

Feb. 1st. 1916.

Miss Florence L. Tucker,  
104 S. Avenue 66,  
Los Angeles, Cal.

Dear Madam:

Mr. Edison has received your favor  
of the 22nd ultimo, and requests me to acknowledge  
the receipt of same and to say that he will get  
the music of the selection "Pease", and if he  
finds it suitable will have a record made of it.

Yours very truly,

Assistant to Mr. Edison.

65

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Feb. 2nd. 1916.

American Oil & Supply Company,  
52 Lafayette Street,  
Newark, N. J. Attention of Mr. C. R. Burnett.

Gentlemen:

Referring to your favor of the 29th ultimo in regard to Naphthaline Flakes from the Woodward Plant, I beg to confirm our telephone conversation on this subject.

There is now on the way from Woodward a shipment of 42,020 pounds, contained in 76 barrels and 301 bags. We are assured that this is prime stuff.

We can ship a carload in about seven days. This also will be prime stuff and will all be shipped in barrels, and in accordance with my telephone understanding with you, we will have this shipped as soon as ready. I understand a standard carload of Naphthaline is 18 tons. The first shipment will come to you by the P. R. R., and the second shipment by C. R. R. of N. J., Broad Street yards, as requested.

Yours very truly,

Assistant to Mr. Edison.

*First*

Feb. 1st. 1916.

Mr. George S. Mathieson,  
2 Acme Grain Company, Limited,  
Union Trust Building,  
Winnipeg, Man.

Dear Mr. Mathieson:

Allow me to thank you for your very interesting letter of the 25th ultimo. It strikes a responsive chord in me, and I am heartily in sympathy with your views.

Every attempt we have made to drop the miserable fox trot type of music has been met with a howl. (I use the word advisedly), from our dealers all over the United States. The trouble is that our sales sheet proves that the dealers are right, - and there you are. What else can we do but supply it?

However, let me say for your encouragement that I expect to increase our output and to include more of the higher class of music in our list. By so doing the dealers will have plenty of both kinds. Let me assure you that it is painful to me to put some of the so-called "hits" on my records, but I am compelled to do it.

Yours very truly,

*Thos. A. Aris*

First

Feb. 2nd. 1916.

Mr. John R. Dunlap,  
140 Nassau Street,  
New York City.

Dear Sir:

Allow me to thank you for your favor  
of the 17th ultimo, and also for the marked  
copy of the current number of the Engineering  
Magazine containing a special article by Mr.  
Rollin W. Hutchinson, Jr. I have read this  
article with much interest.

Yours very truly,

Thos A Edison

Answer  
192

Feb. 3rd. 1916.

Mr. C. H. Opdyke,  
Edison Benzol Plant,  
Woodward, Ala.

Dear Mr. Opdyke:

I enclose copy of night letter sent you last night. This will confirm the same in regard to shipping another carload of Naphthaline, which you said you could ship in seven days. This carload is to be shipped via C. R. R. of H. J., Broad Street Yards. I would like to emphasize the fact that, from now on, all Naphthaline Flakes must be white and always packed in barrels.

We ought to have an understanding about another matter, and that is; what constitutes a carload of Naphthaline Flakes? I find by the Railway Tariff Lists that they figure 18 tons of Naphthaline Flakes as a carload. I want to have this understood with you, because in future when we are writing or telegraphing about a carload of Naphthaline we shall understand it to mean the standard weight as classified by the Railways, namely, 18 tons.

This railroad classification is 18 tons (36,000 pounds) gross, which would include the barrels, but if our shipment should weigh more than the 36,000 pounds gross, they would still take it at carload rates. Therefore, I think that you had better have a clear understanding that when we speak of carload lots of Naphthaline we will mean by that 18 tons (36,000 pounds) of the Naphthaline itself, irrespective of the weight of the barrels. The reason for this is that when I sell a carload of Naphthaline I want to be able to sell 36,000 pounds of the Naphthaline itself, irrespective of the weight of the barrels. Is this quite clear to you?

I am sorry to say that we have a little complication on account of the off-color shipment which you made to the American Oil & Supply Company some weeks ago. They have to make a reduction in price in order to dispose of it. Therefore, in order to straighten the matter out, we shall have to supply them with an equivalent quantity at 1¢ per pound less. The shipment now on the way from you does not quite fill the quantity requirements, so we shall have to allow them some on the next shipment. This will not affect your figures, but is a matter of adjustment for our books, and has caused quite a little complication. I only mention this to you as an illustration of what we are up against when we do not ship all first class quality.

Yours very truly,

*W. H. ...*

Feb. 2nd. 1916.

Mr. J. C. Rummel,  
Box 196,  
Boise City, Idaho.

Dear Sir:

Your favor of the 24th ultimo to Mr. Edison was received and handed to him. He read it and also the printed article accompanying the same.

He wishes us to say to you that his comments are as follows: The trouble is that Governments, especially Monarchical, will not keep their agreements. We have an enormous amount of evidence that, when it is to their advantage, they will break every covenant of God or man. That being the case, what is the use of a treaty or agreement?

The only way is that the civilized nations, such as England, France, United State of America, Norway, Holland, etc., shall be prepared for all emergencies and when a nation, like Germany, becomes unruly, let these other nations, if they can, and they probably would, put a stop to it.

Yours very truly,

Edison Laboratory.

Hirst

272

Feb. 4th. 1916.

E. R. Squibb & Sons,  
78 Beekman Street,  
New York City.

attention of Mr. Weicker.

Dear Sir:

Your favor of the first instant in regard to discolored Carbolic Acid has been received. We have consulted with Mr. Edison about it, and he wishes me to say that you may return at our expense the drum and tins mentioned, and we will give credit for same.

Mr. Edison has ordered a new still which will soon be ready, and then you will get the finest Carbolic Acid that can be made. This will be special.

Yours very truly,



Assistant to Mr. Edison.

75

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Feb. 5th. 1916.

Mr. Isaac W. England,  
Passaic, N. J.

Dear Sir:

Referring to your favor of the 28th ultimo to Mr. Edison, he requests me to say that he has looked up his maps and would like to talk the matter over with you if you will come over and see him/ He suggests your bringing maps of the property and full data, as proposed.

Will you please telephone me a few hours in advance of your coming so as to make sure Mr. Edison will be here.

Yours very truly,

Assistant to Mr. Edison.

Gurst  
165

Feb. 4th. 1916.

Mr. L. D. Wildman,  
Major, Signal Corps,  
Director, Army Signal School,  
The Army Service Schools,  
Fort Leavenworth, Kan.

My dear Sir:

Your favor of the 25th ultimo has been received. I have read all the testimony in the case and see no reason to change my submarine battery in theory, design or method of installing.

In November 1915, the Navy Department made a test of gases evolved at all times during and at the end of nine hours, with the E-2 sealed. Even though the boat was sealed only twelve minutes after a long overcharge, before the gases formed on charge had gotten out of the electrolyte, at the end of nine hours the total Hydrogen content of the boat was only 1.56%, a very low figure for any type of battery.

On the contrary, the battery gave off sufficient Oxygen during the first 4 1/2 hours to supply all necessary for respiration of the fifteen men inside the boat, and still show practically the same atmospheric Oxygen content as the outside air.

A very great injustice has been done the battery by sensation al newspapers, inspired, no doubt, by the unusual bearing of the young judge advocate of the Board.

The testimony has revealed that the boat was being ventilated inboard when the battery was being discharged to Zero to determine which if any, cells were slightly lower in capacity than the others. This is obviously a condition of discharge which would never be approximated in practice as the electrical apparatus would cease its function long before enough cells could be reversed to cause any volume of gas of dangerous proportions.

A student in High School Chemistry knows gases will be evolved by passing current through an alkaline or acid solution with comparatively inert electrodes, as a reversed storage battery becomes.

On the two former occasions when the battery was discharged to Zero in the E-2, when my man Mitchell was present, the ventilation was outboard. The only reason I can assign for any such indiscretion as ventilating inboard in January 15th, 1916 was, the external air was

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Page two-

very cold. Outboard ventilation means drawing the air into the boat through the open hatch, through the battery tanks and outboard through the cowl on the superstructure. There were 9 plumbers working in the boat in addition to members of the crew present and they doubtless wanted to keep warm.

Every storage battery gives off gases when standing or discharging and each submarine boat should be equipped with apparatus for burning the Hydrogen as soon as it is formed. Also with apparatus for indicate the percentage of Hydrogen in the boat if any gets there. I have solved both these problems and will give them to the Navy Department to use as they see fit.

Yours very truly,

*Thos Edison*

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Feb. 7th. 1916.

United Piece Dye Works,  
132 Madison Avenue,  
New York City.

Gentlemen:

We may possibly produce for sale some  
Orthonitrophenol sometime this Spring, and were  
informed that you might be in the market for some  
of this material. We write to ask whether or  
not this information is correct.

Yours very truly,

Edison Laboratory.

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Feb. 8th. 1916.

Mr. Isaac England,  
Passaic, N. J.

Dear Mr. England:

I have received your favor of the 7th instant, and have been able to interrupt Mr. Edison long enough to ask him if he will see you on Thursday. He says that he will if you will come on Thursday morning. I would suggest about 10:30 as a good time.

Yours very truly,

Assistant to Mr. Edison.

Enlist

Feb. 8th. 1916.

Sister M. Hildebert,  
St. Mary's Academy,  
Salt Lake, Utah.

Dear Madam:

Your letter to Mr. Edison has been received, and he requests us to say in reply that unfortunately we have no spare films for the Home Kinetoscope, as they were destroyed in the great fire that we had here sometime ago. Mr. Edison regrets, therefore, that he is unable to comply with your request.

Yours very truly,

Edison Laboratory.

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Feb. 8th. 1916,

Lunham & Moore,  
Produce Exchange,  
New York City.

Gentlemen;

We have another carload of Toluol in drums ready for shipment as soon as it is accepted by Mr. Lyddon, the inspector. As you are aware, this Toluol is shipped from Johnstown, Pa. We have a letter from the plant this morning stating that the Pennsylvania Railroad Company informed them that they are not accepting any freight for export shipment except that which has been specially arranged for, and they will require orders from their New York office before they will accept any such shipment.

We write, therefore, to ask you to get in touch with Mr. Lyddon and make the proper arrangements, so that when he expects this shipment of Toluol you will be able to furnish us with a letter from the headquarters of the Pennsylvania Railroad Company in New York City, authorizing their agent at Johnstown, Pa. to accept this shipment, which will be approximately 36 drums.

Yours very truly,

Edison Laboratory.

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Feb. 8th. 1916.

Mr. C. H. Opyke.  
& Woodward Iron Co.,  
Woodward, Ala.

Dear Mr. Opyke:

You will be pleased to learn that we have sold six  
carloads of 36,000 pounds each, of Naphthaline Flakes, (White)  
to be shipped as follows:

1	carload	to be shipped	February 9th.	-	9 1/2¢
1	"	"	"	"	84th.
1	"	"	"	"	March 10th.
1	"	"	"	"	25th.
1	"	"	"	"	April delivery.
1	"	"	"	"	May delivery.

Our Woodward friends will probably be interested and  
pleased to have the above information also.

It is up to you now to make good on deliveries, and  
trust you will have no difficulty in doing so. I have re-  
quested our Traffic Department to get an extra hustle on to get  
the empty tank cars back to you.

Yours very truly,

Assistant to Mr. Edison.

Feb. 7th. 1916.

Mrs. Alberts Stedman-Egan,  
Society of American Dramatists & Composers,  
220 West 42nd Street,  
New York City.

Dear Mrs. Egan:

I have received your favor of the 29th ultimo and regret that I should be drawn into a discussion of business detail as to which the Studio is chiefly concerned.

Of course, you will take it for granted that I am desirous of having all of my departments properly conducted, and am quite convinced that the affairs up at the Studio are quite well administered. From the very nature of the business, manuscripts are sent entirely at the author's risk, and if they are not formally accepted, the only thing that we can do is to return them.

Mr. McChesney states positively that your manuscripts were returned, and I cannot do otherwise than take his word for it, as he has been in my employ for many years, and I have found him to be business-like, capable and correct. As you are well aware, it is not an unusual thing for mail matter to go astray. This is the only inference I can draw from this case.

Yours very truly,

Feb. 5th. 1916.

Mr. Frank D. Lambie, Vice Pres.,  
Lambie Concrete House Corporation,  
61 Broadway,  
New York City.

Dear Mr. Lambie:

I received your favor of the 20th ultimo, and am very glad indeed to learn that you have been able to make your financial arrangements for commercially carrying out your system of casting concrete houses with your steel forms.

If you proceed cautiously and conservatively, I don't see any reason why you should not make a great success. Your field is unlimited, and you have my best wishes.

Yours very truly,

First

Feb. 4th. 1916.

Mr. Cleveland Tinker, Supt.,  
The New York Protestant Episcopal City Mission Society,  
28 Gloucester Street,  
New York City.

Dear Mr. Tinker:

I have received your appeal, and  
send you a contribution of \$10.00.

I have noticed hundreds of husky  
looking men at the soup houses and the city lodg-  
ing houses, and yet manufacturers have a great  
deal of trouble to get men for their plants.  
What is the reason?

Yours very truly,

February 11, 1916.

Equitable Trust Company.  
37 Wall Street,  
New York City.

Gentlemen:-

Enclosed find check to your order  
for \$201.30 to cover commission of 5 cents per  
gallon on 4026 gallons of Toluol shipped January  
14, 1916 to His Britannic Majestys Government. Please  
acknowledge receipt.

Yours very truly,

Secretary.

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Feb'y 11, 1916.

Mitsui & Company,  
25 Madison Avenue,  
New York City.  
Attention Mr. S. Takaki.  
Dear Sir:-

Replying to your letter of the 10th instant, I would say, that the item "Inv. Heinrich Hirtzel" amounting to \$237.03 represents an amount of 1/4 cents per gallon on Toluol and Benzol shipped from Woodward and is in accordance with Mr. Edison's instructions which read "I want to put aside 1/4 cents a gallon as royalty to Hirtzel on each gallon Benzol and Toluol shipped from Johnstown and Woodward I use his patent and cant reach him( He lives in Germany). This is to be carged to operating".

I hope this explanation will be satisfactory, as to the credit memo for \$2289.91 for Napthaline shipped Dec. 27th for the account of Woodward Iron Co. As this transaction is handled through Mr. Edison's personal books and not through Thos. A. Edison Inc. I will have to ask you to send check for it instead of the Credit Memo which I am returning herewith.

Mitsui & Co...2..

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I also return our bills of December 31st.

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Yours very truly,  
Secretary.

P.S. I return for correction your credit memo of February  
10th for \$1105.64. It should be \$1005.20 and should cover  
5026 ,not 5028 gallons. Please change and return to me.

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Feb. 8th. 1916.

American Oil & Supply Company,  
52 Lafayette Street,  
Newark, N. J.

Gentlemen:

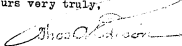
This is to confirm my sale to you of Naphthaline Flakes  
from Woodward, Ala. Plant, as follows:

1 carload to be shipped	February 9th.	- 9 1/2¢
1 " " " "	" 24th.	- 10¢
1 " " " "	March 10th.	- 11¢
1 " " " "	" 28th.	- 11¢
1 " " " "	April delivery	- 11 1/4¢
1 " " " "	May delivery	- 11 3/4¢

It is understood that a carload in each case means 18  
tons (36,000 pounds) of the net material, and all to be packed  
in barrels. It is understood, of course, that the above are  
approximate dates of delivery, but I think that the shipments  
will be prompt.

It is to be understood, of course, that the above is  
subject to delays caused by fires, explosions, strikes, floods,  
railway embargoes, or any other causes beyond my control.

Yours very truly,



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Feb. 14th, 1916.

Mr. Isaac W. England,  
Passaic, N. J.

Dear Mr. England:

Your favor of the 11th instant to  
Mr. Edison was received and laid before him.  
He requests us to say that the matter as pre-  
sented in your letter is all right, and you  
may send your papers along.

Yours very truly,

Assistant to Mr. Edison.

*Handwritten signature*

Feb. 10<sup>th</sup>. 1916.

Mr. Frank R. Field,  
The Jeffrey Manufacturing Co.,  
Denver, Colo.

Dear Sir:

Replying to your favor of the 4th instant, let me say that Mr. Elderkin came to us to sell his transforming device. We think the device is pretty good. Elderkin worked here two months. We investigated and found that he could not make a contract with us, having previously contracted with some Denver people. (I suppose now it must be your company).

We ascertained further that in his device there was a vitally essential part covered by a patent which is owned by the General Electric Company. Taking it all together, we decided, in view of his statements, to have nothing to do with him. Still he has a good and very promising device, - one that has a future if he is eliminated and a license obtained from the General Electric Company. I am assuming that their patent is good, but it may not be.

Yours very truly,

*Handwritten signature*

*First*

Feb. 10th. 1916.

Friers' Club,  
Coeur d'Alene, Idaho.

Dear young friends:

Evidently you have a good friend in Mrs. John E. Thomson. She has written to me telling me about your Club, and says that you would like a line from me.

I do not know just what to say to you, except to offer a word of encouragement and to express the hope that you will keep your Club up to a standard of high, manly ideals. I understand that the purpose of your Club is for developing personality and literary taste. This is fine. If you work hard, and at the end of each day are able to look the world square in the face without blushing, you have achieved the former, and if you read nothing but good books you will certainly be glad in after years when you find you have acquired a taste for good literature.

With all good wishes, I remain,

Yours very truly,

*J. E. Thomson*

Feb. 12<sup>th</sup>. 1916.

Mr. William F. Hoffman,  
% American Oil & Supply Co.,  
52 Lafayette Street,  
Newark, N. J.

My dear Mr. Hoffman:

Your letter and check for \$855.  
came in the nature of a most pleasant sur-  
prise. This "dividend" is all the more  
appreciated because it was voluntary on  
your part.

Please accept my thanks for the  
courtesy.

Yours very truly,

*John D. Hoffman*

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Feb. 14th. 1916.

E. R. Squibb & Sons,  
78 Beekman Street,  
New York City.

Attention of Mr. Theodore Weicker.

Dear Mr. Weicker:

Your favor of the 9th instant to Mr. Edison in regard to an Aniline Oil Plant was received and laid before him. He says that you had better come over and see him and discuss the matter in person, as he scarcely has time to write you fully on the subject.

The best time to see him is usually in the morning about 10 or 10:30 o'clock. If you will please telephone me a day before your coming, I will try to arrange matters accordingly.

Yours very truly,

Assistant to Mr. Edison.

Feb. 10th. 1916.

Mr. George W. Towle,  
112 Market Street,  
San Francisco, Cal.

Dear Sir:

I have received your favor of the 2nd instant, and in reply beg to say that we are merely a consulting board, and cannot bring any suggestion to the Navy Department privately.

I think your idea is a good one. England has now eight vessels of somewhat similar construction, and having an attachment which prevents submarine missiles from touching them.

Yours very truly,

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Feb. 15th. 1916.

Mr. C. R. Johnson,  
The Goodyear Tire & Rubber Co.,  
Akron, Ohio.

Dear Mr. Johnson:

Your esteemed favor of the 8th instant was received and I have brought it to the attention of Mr. Edison, who noted your suggestions about making an accelerated test of the rubber that you sent him.

He has told me to make the necessary arrangements to send to Mrs. Johnson one of our Disc Phonographs, together with some records. If you will kindly let me know the address of your residence (I presume you will want it shipped there), I will have the instrument and records forwarded at once.

I mailed you two samples of the articles about which I wrote you a few days ago. These were mailed from my residence town, Boonton, N. J. I shall be glad to hear from you on that subject at your convenience.

Yours very truly,

Feb. 16th. 1916

Brown Brothers,  
1482 Broadway,  
New York City.

Gentlemen:

Your favor of the 14th instant has been received. You can send out an operator to photograph the set of Encyclopaedia Britannica in Mr. Edison's library, but as I told Mr. Patton, I cannot make a definite promise about photographing Mr. Edison. This is especially true just now, as he is very busy indeed on a special line of experiments, and it is difficult to have him break away even for a few minutes.

Yours very truly,

Assistant to Mr. Edison.

Feb. 16th. 1916.

Mr. C. J. Hunter,  
R. F. D. #14,  
Mt. Healthy,  
Cincinnati, Ohio.

Dear Sir:

Your favor of the 14th instant  
to Mr. Edison has been received, and he requests  
us to say in reply that he has given instructions  
to our Music Department to procure the  
music of the song, "The Gypsy Countess". If  
it is found satisfactory to our records we will  
put it on the list later on.

Yours very truly,

Edison Laboratory.

*Handwritten signature*

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Feb. 17th. 1916.

Manition Manufacturers' Associates,  
1019 Flatiron Building,  
New York City.

Gentlemen:

Replying to your favor of the 12th instant, Mr. Edison requests us to say that he is not in the market for any Benzol just now, but has bought a large quantity for the remainder of the year at 65 cents.

Benzol is regularly quoted in England at 32 1/2 cents per gallon, but none can be shipped out.

Yours very truly,

Edison Laboratory.

Feb. 14th. 1916.

Mr. Robert Tempest,  
Carlisle, Pa.

Dear Mr. Tempest:

Your esteemed favor of the 10th instant has given me a great deal of pleasure, coming as it does from one who is a competent judge. I have worked very hard for many years to attain as nearly as possible a true re-creation of musical tone as rendered by the human voice and all known instruments of music. I have encountered innumerable difficulties, but by hard work and faithful following up logical thought I have been able to obtain the present results. It is always a source of much gratification to me to find that my efforts are truly appreciated by those who understand and love good music, and wish you to accept my thanks for your kind letter.

The four pieces of music which you were kind enough to send me have come to hand, but I have not yet received the four records of your own pianoforte playing, made with the Home Phonograph. If they have not yet been sent, will you please address them to my Assistant, Mr. W. H. Meadowcroft, at this address, and he will see that I get them at once.

If they have been forwarded already, will you kindly let me know as to whom they were addressed.

Yours very truly,

Feb. 15th. 1916.

Hon. Everett Colby,  
Essex Building,  
Newark, N. J.

Dear Mr. Colby:

I have received your favor of the 12th instant, and regret that I shall be unable to accept your invitation to be a guest at the dinner to be given at the Essex County Country Club on March third.

I do not expect to be here at that time, as I am trying to arrange my affairs to get away to Floride on the 25th instant.

Please accept my thanks and appreciation for the kind invitation extended to me.

Yours very truly,

Feb. 18th. 1916.

Mr. Martin H. Glynn, Editor,  
The Times-Union,  
Times Union Building,  
Albany, N. Y.

Dear Mr. Glynn:

Allow me to acknowledge receipt of your favor of the 11th instant, and to express my appreciation of your kind remembrance of my birthday and of all your good wishes and congratulations, not only as expressed in your letter, but in the editorial enclosed.

If you and your wife ever come to New York, and you have the time to spare, I shall be glad to have you come over to the laboratory and see me. I shall be pleased to renew our acquaintance.

With kind regards from Mrs. Edison and myself, I remain,

Yours very truly,

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Feb. 21st. 1916.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Takaki.

Dear Sir:

Your favor of the 17th instant has been received. Mr. Edison wishes me to say that he is willing to sell you two or three hundred pounds each of the following intermediate products:-

1. Soda Salt of Benzol Sulphuric Acid.
2. Crushed Cake of Phenol Soda.

As soon as you send your shipping instructions, we will arrange to have an early shipment made. I cannot give you the price at this moment, but will have to figure it out and let you know.

Yours very truly,

*Edison*  
Assistant to Mr. Edison.

Feb. 22, 1916.

Messrs. J. P. Morgan & Co.,  
Agents for His Britannic Majesty's Government,  
23 Wall Street, New York City.

Gentlemen:

In accordance with the agreement set forth in my letter of February 3, 1915 regarding the sale of Telucl, the plant at Johnstown, Pa. began operations on February 18, 1915, and the year provided for in the agreement therefore expired today. Shipment will be made as promptly as possible of all material called for by the agreement and on hand at the close of the present day.

Yours very truly,

*John A. Morgan*

First

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Feb. 22nd. 1916.

Mr. Frank C. Roberts,  
% Frank C. Roberts & Company,  
Real Estate Trust Building,  
Philadelphia, Pa.

Dear Sir:

Mr. Mallory forwarded to us your favor of the  
16th instant, in which you make inquiry about Mr. Leopold  
Barron.

Leopold Barron was a draughtsman in our employ  
at one of our Carbollic Acid Plants. He is not a chemist,  
and so far as we knew when he was employed by us, he knew  
nothing of chemistry. He left us, and we have heard from  
various sources that he has been trying to make a sale of  
plans of a Carbollic Acid Plant.

He did not put up a plant for Mr. Edison. He was  
merely a draughtsman and nothing more.

Yours very truly,

Edison Laboratory.

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Feb. 28th 1916.

Mr. Louis Lazard,  
92 William Street,  
New York City.

Dear Mr. Lazard:

I am in receipt of your esteemed favor of the 21st instant, and shall now expect to receive shipping instructions for the 3 cwt. of Paraphenylenediamine for Bordeaux. Immediately on hearing from Messrs. Lunham & Moore, we will make shipment. At our last interview you said that you would like to have 2,000 pounds more of the Paraphenylenediamine, and at a subsequent talk on the telephone I told you that we should have to accumulate this within six weeks. I am not quite sure whether or not you wish to take this quantity, which we could furnish by April 1st, if desired.

We are having quite a large demand for this article just now, and I spoke to Mr. Edison about reserving this quantity for you, asking him whether it would be agreeable for us to set aside 333 pounds per week for six weeks to fill your order. He thought that if we should do this that it would only be proper to expect a deposit from you of twenty or twenty-five percent of the amount of the order as an earnest of your taking it.

Kindly let me hear from you at your early convenience.

Yours very truly,

*H. Meadows*

*Letter*

Feb. 21st. 1916.

Mr. C. W. Huff,  
3216 Grove Avenue,  
Richmond, Va.

Dear Sir:

I have received your favor of the 12th instant, which has been read with much interest. Let me say in reply to your inquiry that we use eighteen instruments in our band records, but of course, all do not play at the one time. Replying to your other question, I would say that the advantage of the Disc over the Cylinder record of the present size is that there are some selections we cannot reproduce good enough on the cylinder, otherwise there is very little difference.

I am finishing up a new recording studio which has been especially constructed on my own designs, and when it is ready I shall take up the question of recording "The Ride of the Valkyries".

Yours very truly,

*Thos. A. Edison*

February 21, 1916

Mitsui & Company Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Dear Sir:

This letter is in reply to your favor of the 17th instant, which supplemented your letter of the 16th instant regarding the Phenol Plant in Japan.

Let me say that I do not want at this time to promise anything regarding the process at the new #2 Carbolic Plant. Of course, when the time comes that I have worked out the process to my complete satisfaction, so as to be able to compete after the war is over, you and I can always make a trade which will be to our mutual benefit.

However, if I improve my present process at the old Phenol Plant, so as to increase the yield or to lessen the cost of manufacture, I will advise the Mitsui Mining Company, Tokio, through Mitsui & Company, Limited, New York, and invite you to make a new arrangement under which I will teach you the same.

I understand that if the Mitsui Phenol Plant in Japan improves its yield, they will immediately advise me of the improvement in the process for so doing.

Yours very truly,

SNC.

Thomas A. Edison.

February 21st, 1916.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takeda

Dear Sir:

I have received your favor of the 16th instant in regard to the Phenol Plant in Japan and wish to say in regard thereto that your letter is in accordance with the conversation that we have had on the subject.

I am quite satisfied to trust entirely to Mitsui & Company, Limited as to any profits that I may receive in the future from the Phenol Plant to be installed and operated in Japan according to my plans and according to the instructions given to your Mr. Tatsumi.

Yours very truly,

Sgnd. Thom. A. Edison

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Feb. 23rd. 1916.

F. W. Myers & Company,  
Rouses Point, N. Y.

Gentlemen:

Your favor of the 18th instant was received and submitted to Mr. Edison. He has been exceedingly busy the last few weeks, and his mail is somewhat in arrears. Hence, we have not replied more promptly.

It is quite true that the Dominion Iron & Steel Company are preparing a supplementary contract for us for an additional supply of Benzol at 89¢ per gallon. This contract has not yet been executed.

In the meantime, however, we must take very great care not to get into trouble again. It is much cheaper to enter the shipment at the highest market price in the United States or Canada, rather than to go through the expense and delay incident to the shipment of last August. Whenever you make an entry, therefore, it is better to err on the right side, if necessary.

Referring to the last paragraph of your letter in which you say it is advisable that we keep a very close watch on the market price in the United States, and advise you from time to time, we shall do so. At the present time "spot" Benzol is selling at about 90¢ per gallon, but contract Benzol is as low as 60¢ and 65¢ per gallon. We are somewhat puzzled as to what should be done in this regard, whether you should enter at contract price or "spot" price, as there will always be a wide variation between the two prices.

Mr. Edison has written to Messrs. Strauss & Hedges to get their advice on this point. If, before you hear from us again, or from Strauss & Hedges, another shipment comes along, you had better telegraph Strauss & Hedges for their instructions.

Yours very truly,

F. W. Myers

*First*  
*465*

Strauss & Hedges,  
12 Broadway,  
New York City.

Feb. 23rd. 1916/

Gentlemen:

Enclosed I beg to hand you a copy of a letter received from Messrs. F. W. Myers & Company, to which we would ask your kind consideration.

We would call your special attention to the last paragraph of their letter, and in view of that, Mr. Edison wishes you would kindly advise him what to do.

The point is, the price of Benzol fluctuates from day to day. The next is, there are two separate and distinct prices for Benzol, one for "spot" Benzol and the other for contract Benzol. At the present time spot Benzol is selling anywhere from seventy to ninety cents a gallon, whereas the highest price we have paid for Benzol on time contract is sixty-five cents per gallon. The public would not necessarily know, and might not be able to find out the price of contract Benzol from time to time, as these contract arrangements are made between private parties, whereas spot Benzol is sold in the open market.

We have in mind the idea of writing to F. W. Myers & Company, say once a week, giving them the price of Benzol, so far as we know. The point upon which Mr. Edison would like to have information is whether F. W. Myers & Company shall enter our importations of Benzol at spot price or contract price.

Yours very truly,

*H. H. Myers*

*First*

Feb. 23rd. 1916.

Mr. Shunzo Takaki,  
Mitsui & Company, Limited,  
26 Madison Avenue,  
New York City.

Dear Sir:

Your favor of the 21st instant with enclosures came to hand this morning. Evidently Mr. Tatsumi has put in a lot of work on this subject, and I will show the papers to Mr. Edison after I receive a reply to this letter.

I think that one of your clerks must have made a mistake in sending me the enclosures. There are four copies of the paper entitled "Manufacturing Cost of Synthetic Indigo", and also an original, probably prepared by Mr. Tateumi.

I return them all herewith. I did not keep one of them, because I think there must be a mistake in the paper. At the bottom of the first sheet it says "Manufacturing Cost per ton \$2206.", and at the top of the next page "The market price \$2200. per ton". Then it goes on to say that the making of Indigo is profitable at the present time. Surely there must be some mistake, as it would scarcely pay to sell Indigo at \$2200. per ton if it costs \$2206. to manufacture. You will see, therefore, why I return these.

I shall keep the other papers until I hear from you.

Yours very truly,

*Edison*  
Assistant to Mr. Edison.

Enclosures.

Feb. 21st. 1916.

Miss Lettie Clarriter,  
Buttonwillow, Kern County,  
California.

Dear Madam:

I have received your favor of the 13th instant, which has been read with much interest. I shall be glad if you would kindly give me the names of the great singers which the Victor people have outside of Caruso. We claim that they are celebrated mostly for their acting and personality and not for the purity of their voices; also that the general public is ignorant of the fact. So far as we are concerned we already have recorded twelve singers who sung at the Metropolitan Opera House in New York, and I have a curiosity to have your list.

As to Miss Foley, let me say that we are always seeking fine voices and if she ever comes to New York, we shall be glad to have her get in communication with us, as we would like to make a trial record of her voice.

Yours very truly,

Feb. 22nd. 1916.

Mr. E. G. Liebold,  
Secretary to HENRY FORD,  
Detroit, Mich.

Dear Mr. Liebold:

Mr. Meadowcroft has shown me your letter to him of the 11th instant in regard to the phonograph which was made in your factory.

I have been investigating the changes that were made, and find that two of them could not be used on account of acoustic reasons. The casting of the frame in one place would cause us a loss by reason of the expenditure of too much work if a frame was discarded.

The trouble is, that phonograph conditions are not ordinary conditions when the question of manufacturing is at stake.

Yours very truly,

44-17  
Feb. 24th. 1916.  
Mr. Robert W. Lawson,  
Erwin, Tenn.

552 1/2  
Dear Sir:

I am in receipt of your favor of the 22nd instant in regard to Feldspar. You did not say anything about price or Potash content.

What I am interested in is to get a high Potash Feldspar. I care nothing whatever about the color nor for any impurities that may be contained, but the higher the Potash content the more suitable it will be for my purpose.

If I can get the right material at the right price, I can use two cars a week, possibly more. Will you kindly give me answers to the following questions as promptly as possible:

1. What is the Potash content of your Feldspar?
2. Can you guarantee this Potash content?
3. What is your best price per ton, carload lots, say two carloads a week?
4. What is the freight rate from your point of shipment to Orange, N. J.

Please remember that I do not care anything about the appearance, hardness, or impurities, so long as the Potash content is high. For your information, let me say that I can obtain Canadian Feldspar containing over 12% of Potash, delivered in Orange for \$8.00, clear, all freight and duty paid.

Yours very truly,

Feb. 22nd. 1916.

Mr. Ralph D. Mershon,  
80 Maiden Lane,  
New York City.

Dear Mr. Mershon:

I received your favor of the 18th instant with enclosures, and have looked over the same carefully. I must ask you to kindly excuse the delay in making reply to your letter. I have been working twenty and more hours a day on some special experiments, and have only just finished looking at the mail which has accumulated during the last five or six days.

With all due desire to be accommodating, I must really ask you to excuse me from consenting to the use of my name, as I do not want to be drawn into the Military controversy any further than I have already been involved.

I am, therefore, returning your papers herewith.

Yours very truly,

Enclosures.

Feb. 23rd. 1916.

Steel Cities Chemical Company.

Birmingham, Ala.

Gentlemen:

I am in receipt of your favor of the 14th instant, concerning Sulphuric Acid for my Benzol Plant at Woodward, Ala.

We only use a little over three-quarters of a ton per day of 66° Baume Acid. If it would be agreeable, I would like to contract at this rate for the remainder of the present year, say from April 1st, provided, of course, that a satisfactory price can be quoted.

Awaiting the favor of your reply,

I remain,

Yours very truly.

Feb. 22nd. 1916.

Mr. C. A. Shea,  
The Wall Street Journal,  
New York City.

Dear Mr. Shea:

Allow me to acknowledge receipt of your favor of the 14th instant, enclosing a clipping from the Boston Globe of February 8th in regard to the death of Mr. Dennis J. Hern. I remember him perfectly, and regret to learn that he has passed away. It was very kind of you to write me on this matter.

Yours very truly,

February 24, 1916.

A. I. Clymer, Esq.,

Van Wert, Ohio.

My dear Mr. Clymer:

I could not very well make  
the exchange mentioned in your letter of the  
21st instant.

We are earning in the Storage  
Battery Company from \$250,000 to \$275,000 yearly,  
and could pay dividends were it not that we are  
saving up money to pay off \$500,000 in Bonds in  
July 1916, when they mature.

After this year (providing  
there is no panic) we can, no doubt, pay good  
dividends.

Yours very truly,

*Handwritten signature*

112

Feb. 25th. 1916.

Mr. J. C. Cross,  
1000 Chestnut Street,  
Philadelphia, Pa.

Dear Sir:

Your favor of the 21st instant to Mr. Edison was received and has had his personal consideration.

He requests me to say in reply that our experience is that grease or oil does not improve the surface. Sometimes it collects dirt. If you use it, he suggests that you wipe the records as dry as you can after applying the grease.

He wishes me also to say that the scratchy surface is the worry of his life, and for the last few months he has been working eighteen hours a day to get rid of it, and finally he will certainly succeed.

Yours very truly,

Assistant to Mr. Edison.

688

Feb. 25th. 1916.

Mr. Harry L. E. Sweeney,  
320 North Walnut Street,  
Mokoneo, Ind.

Dear Sir:

Your favor of the 22nd instant has been received. There is only one way in which we could decide as to whether your voice would be suitable for making phonograph records, and that is to have a trial record made, to be passed upon by our Music Committee.

We have only one Recording Laboratory, and that is at 79 Fifth Avenue, New York City. We do not pay the expenses of singers or others coming to make trial records, but if you should happen to be in New York City at anytime, you may get in communication with us here and we will arrange to have you go to our Recording Laboratory to make a trial record.

Yours very truly,  
Edison Laboratory.

386

462

Feb. 25th. 1916.

Lunham & Moore,  
Produce Exchange,  
New York City.

Gentlemen:

I am holding for your shipping instructions six cases of Paraphenylenediamine for Lazard-Godchaux & Company, Bordeaux. I have received today a letter from Mr. Louis Lazard stating that the steamship company wish to have particulars in writing as to what these goods consist of before they can grant reservation. In reply to this question let me say that Paraphenylenediamine is only a dye for dyeing pure black. It is not explosive, but is an unexplosive material, and more difficult to burn than wood.

Yours very truly,

*W. H. Lazard*

Assistant to Mr. Edison.

*Handwritten signature/initials*

Feb. 26th. 1916.

To His Excellency,  
General A. Sapojnikoff,  
Chairman of the Russian Government Committee,  
New York.

S i r:

Regarding the provisional order given by General Hermonius to the Sloane Manufacturing Company, I take pleasure in saying that I will be glad to give my son-in-law, Mr. Sloane, every assistance that my works will afford to assist him to deliver the aeroplanes within the contract time. I have investigated the facilities of the Sloane Manufacturing Company and believe that if the delivery of the engines is not hindered by delays in transportation or otherwise, the aeroplanes can be delivered in seven months, in fact, I think they can be delivered much sooner.

Yours very truly,

*Handwritten signature*

454

466

Feb. 26th. 1916.

Mr. John Bacon, Jr.,  
% Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

I have been trying to get permission from the Pennsylvania Railroad Company to their Agent at Johnstown, to accept the car of Tolvol which you have ready, but have not yet received it. I have written to say that unless we receive the permission by Tuesday we shall have to unload the car.

Of course, I do not want to be obliged to unload it unless it is necessary, and shall telegraph you the moment I hear from them. Please do not forget to let me know how much demurrage there is charged against us on account of this car.

Yours very truly,

Assistant to Mr. Edison.

Feb. 26th. 1910.

Heyden Chemical Works,  
136 William Street,  
New York City.

Gentlemen:

I regret to be compelled to notify you that there will be some delay in deliveries of Carbollic Acid, as we have had a strike at our plant, which thus far has lasted two days, and is not yet over.

It is unfortunate for us all, but I trust that it may not last long.

Deliveries will be resumed at the earliest possible moment.

Yours very truly,

*J. Heyden*

406

510

Feb. 26th. 1916.

Strauss & Hedges,  
12 Broadway,  
New York City.

Gentlemen:

Referring to your favor of the 24th instant, let me say that it is going to be rather a difficult proposition to keep F. W. Myers & Company advised of the American selling price of imported spot Benzol. The difficulty would be to obtain the information promptly, as there are a great many ports of entry in the United States. I suppose the information could be obtained from the Treasury Department at Washington, but I am inclined to think that this would be quite some time after the importation had been made, and, therefore, not sufficiently prompt for the purpose. We have no positive information of any Benzol being imported into the United States, and doubt very much if there is any appreciable quantity coming into the country. The last quotation we heard for Benzol in England was a low one, and if the English Government would allow it to leave the country and come over here, the price might be lower than the market for American spot Benzol. If we had made an entry on that basis, the United States Appraiser might raise the valuation on the basis of the market for American Benzol.

You will see from the above where the difficulties lie, and Mr. Edison will be very glad if you will kindly advise us what will be the safe thing to do.

There is a car of Benzol on the way to us now from Sydney, Nova Scotia, so we must act rather promptly on our part.

Yours very truly,

Assistant to Mr. Edison.

First

556

Feb. 28th. 1916.

D. Van Nostrand Company,  
25 Park Place,  
New York City. Attention of Mr. C. E. Speire.

Dear Mr. Speire:

A few days ago you sent me four or five  
books on approval, with a bill. I have mislaid the  
bill, and would be glad if you will kindly send me  
a duplicate.

Mr. Edison wants you to send the follow-

ing:

"Text Book of Organic Chemistry"  
Bernthsen-Sudborough

"Electro Chemistry of Organic Com-  
pounds"  
Lob-Lorenz.

Published by John Wiley.

Will you kindly send these to me and oblige.

Yours very truly,

Assistant to Mr. Edison.

*Trist*

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Feb. 28th. 1916.

Mr. C. R. Wagner,  
206 West 109th Street,  
New York City.

Dear Sir:

Your favor of the 26th instant to Mr. Edison has been received. He requests us to say that inasmuch as he has just contributed a phonograph and records to the German Bazaar, which is shortly to be held, he will be unable to respond favorably to your appeal at this time.

Yours very truly,

Edison Laboratory.

First.

Feb. 28th. 1916.

Mr. Charles Wolf, Secretary,  
Central Verein,  
11 Metropolitan Block,  
Third and State Streets,  
Milwaukee, Wis.

Dear Sir:

Your favor of the 23rd instant has been received, and Mr. Edison requests us to say in reply that he has just presented a large phonograph and a number of records to the German Bazaar, which is shortly to be held in New York City, and in view of the very many calls which are being made on him from every direction, he does not feel as if he could afford just now to do the same thing for Milwaukee.

Yours very truly,

Edison Laboratory.

456

Feb. 29th. 1916.

F. W. Myers & Company,  
Rouses Point, N.Y.

Gentlemen:

Enclosed I beg to hand you copy of a letter from Messrs. Strauss & Hedges, under date of the 28th instant, advising us that we are perfectly safe in continuing to enter our Benzol from Canada at the dutiable value of 59 1/2¢ per gallon, as heretofore.

I understand that your Mr. John P. Myers has discussed this matter in detail with Mr. Strauss.

Will you kindly notify your Malone office, in case a shipment should happen to come through that way. There are now two cars coming towards us from Sydney.

Yours very truly,

Assistant to Mr. Edison.

Enclosure.

412

523

Feb. 29th. 1916.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Gentlemen:

Referring to your favors of the 24th and 26th instant, and to the corrected statement of account of the Woodward Plant during the year 1915, we have shown same to Mr. Edison. He is greatly pleased with the creditable outcome of the business up to the end of last year.

He wishes me to say that he is ready to receive your check for the one-half of the profits coming to him, namely, \$35,101.46, which will be very acceptable.

Yours very truly,

*B. H. Edwards*  
Assistant to Mr. Edison.

465

March 1st. 1916.

Eureka Flint and Spar Co.,  
Trenton, N. J.

Gentlemen:

I am in receipt of your favor of the 29th ultimo, contents of which are carefully noted. Your new quotation, I notice is for shipment from East Templeton, Que. Canada., and you give the freight, but have not added the duty.

So far as I am concerned, I do not care whether the material is free from iron or other things that are objectionable in the manufacture of ceramics. What is most important to me is a high Potash content, and I understood from your previous letter that you could furnish a Feldspar running about 13.40% Potash. I expect my requirements will be in the neighborhood of 300 tons per month on a time contract, but I should want to have some guarantee as to the Potash content of the Feldspar, as my process would be based upon a certain percentage.

Please accept my thanks for the prompt shipment of the one ton which I asked you to send in my previous letter.

Yours very truly,

*Thomas A. Smith*

*Edison*

March 2nd. 1916.

All Americas Association,  
Hotel McAlpin,  
New York City.

Gentlemen:

Replying to your favor of the 24th ultimo, Mr. Edison requests us to say that our shops are not suitable for the Columbian young men as everything here is special, and, therefore, any experience gained in our works would be of no practical value to them.

Yours very truly,

Edison Laboratory.

*Trust*

March 2nd. 1916.

Mr. Francis Black,  
Building 63e,  
Machine Shop,  
Navy Yard,  
New York City.

Dear Sir:

Replying to your favor of the 27th  
ultimo, addressed to Mr. Edison, he requests  
us to say that we do not have a pension system  
as yet at these works.

Yours very truly,

Edison Laboratory.

532  
—  
554

March 2nd. 1916.

Mitsui & Company, Limited,  
25 Madison Avenue,  
New York City.

Attention of Mr. Shunzo Takaki.

Gentlemen:

The American Oil & Supply Company called me on the telephone and said that they had not received an invoice covering the shipment of one car of Naphthaline from Woodward, the shipment made on January 29th in car C.M. & St.P. 50844.

I have taken this matter up with Mr. Miller, and he has shown me the bills from Woodward covering this shipment, which bills were approved by you.

The total quantity covered by this shipment was 42,026 pounds, contained in 76 barrels and 301 sacks, and the price at which it is to be billed to the American Oil & Supply Company is 10 1/2¢ per pound.

These Naphthaline shipments, as you know, are divided in two portions, one portion belonging to Woodward Iron Company, and the other to Mitsui & Thomas A. Edison jointly. In regard to this particular shipment, 21,657 pounds was on account of Woodward Iron Company, and 20,369 on account of Mitsui & Company and Thomas A. Edison jointly.

Yours very truly,

*W. L. Miller*  
Assistant to Mr. Edison.

363

542

Messrs. J. P. Morgan & Co.,  
Export Division,  
23 Wall Street,  
New York City.

March 2nd, 1916.

Gentlemen:

Your favor of February 28th has been received.

The plant at Johnstown actually started operations on February 22, 1916. No information to the contrary was ever given you by me or anyone authorized to speak for me. The statement contained in my letter of August 13, 1915 that my entire output of Toluol until May 1st, 1916 is taken up on my present contract with the British Government is a clerical error, as March 1st was the date which was intended to be written, but even that was only an approximation, as the exact date, (if it had been mentioned) would have been stated as February 23, 1916.

The fact that the first deliveries were not made until June simply means that it took some little time after the starting of the plant to purify the Toluol to a higher grade than was called for in the contract, and to accumulate a sufficient quantity to ship. You had requested this higher purification. You should bear in mind that this was a new venture for me and that I had no past experience to guide me. You should also note that the quantities produced increased steadily during the life of the contract in accordance with the development and increase of knowledge and technical skill on our part.

Yours very truly,

Mar. 2, 1916

American Oil & Supply Co.,  
52-54 Lafayette Street,  
Newark, New Jersey.

Gentlemen:-

Referring to your favor of the 25th ult., in regard to the complaint as to the percentage of water in Aniline Oil, we beg to say that we have taken this up with our Aniline Plant. They state that tests are made of every batch of Aniline Oil that is made, and we give you below copy of their tests from January 6th to 17th, inclusive. You will see that the percentage of water is very low, except in one case where it is only 4%.

Jan. 6	Batch #143	First Drum #159	2% H <sub>2</sub> O
" 7	" 144	" "	32 2" "
" 8	" 145	" "	32 4" "
" 9	" 146	" "	340 1" "
" 10	" 147	" "	73 1" "
" 11	" 148	" "	665 1" "
" 12	" 149	" "	669 2" "
" 13	" 150	" " W.D.	2" "
" 14	" 151	" "	677 1" "
" 15	" 152	" "	681 1" "
" 16	" 153	" "	687 no "
" 17	" 154	" "	693 1" "

Yours very truly,  
Edison Laboratory.

A.H.

466

548

Mr. John Bacon, Jr.,  
% Edison Benzol Plant,  
Johnstown, Pa.

March 3rd. 1916.

Dear Sir:

Will you kindly read this letter with particular care as it is important. It relates to the Toluol produced at our plant, and I would suggest to you that you keep this letter carefully for future reference.

We made a contract with J. P. Morgan & Company in February of last year for all the pure Toluol produced at our plant for one year after the plant went into operation. This is the pure Toluol you have been shipping right along. According to the information given by Mr. Mason to Mr. Edison, the plant started in operation February 22nd, 1915. Therefore, the year under the contract ended February 22nd, 1916. The fact, that we did not commence to refine Toluol immediately upon starting the plant does not matter.

You will see, therefore, that J. P. Morgan & Company are entitled to whatever pure Toluol we had on hand up to and including February 22nd, 1916. I see by your report of that date that you had on hand pure Toluol amounting to 6388 gallons. This, of course, included the 35 drums of Toluol which had been inspected and are awaiting shipment. According to your letter of February 22nd, these 35 drums contain 4,026 gallons.

Therefore, to sum up the situation as to our contract obligations to J. P. Morgan & Company, we owe them at this time, 6388 gallons, of which quantity you now have on hand in drums, inspected, 4026 gallons. Please now put into drums the difference between 6388 and 4026 gallons, namely, 2362 gallons, and stand the whole lot off to one side and we will hold subject to the risk of J. P. Morgan & Company. This total quantity of 6388 gallons will close the contract.

Of course, you will number the drums containing the 2362 gallons in the continuing series, following the numbers of the 35 drums. Please let me know the numbers and I will send request for inspection in due time.

I am trying my best to arrange for the shipment of the 35 drums, as I would like to get this matter off our hands. As soon as we can make shipment of the 35 drums we will put in a request for inspection of the other 2362 gallons.

Whatever pure Toluol you make this month has already been sold under another and distinct contract with another party. I will instruct you about the shipment of this later, but please let me say that you should exercise the utmost care to have it a very high grade of pure Toluol.

547  
581

Page Two-

Whenever you happen to see the Toluel Inspector again, please do not discuss the matter with him or give him any information as to what you have on hand. If he should ask any questions of this kind, refer him to this office. I have not given Mr. Lyndon any new notice of inspection yet, but tell you this now so that you will be posted.

Please let me know if you thoroughly understand this letter.

Yours very truly,

*H. G. W.*

Assistant to Mr. Edison.

P. S. Please do not think that I have overlooked the fact that on February 23rd you reduced your figures on pure Toluol. I am sorry for the coincidence, but we must stick to our records and not make any changes in them.

512

March 3rd. 1916.

Dr. Hugo Schweitzer,  
117 Hudson Street,  
New York City.

Dear Dr. Schweitzer:

I received your favor of the first instant in regard to the Diamond Disc Instrument and records for the Bazaar.

I have given instructions to ship the instrument and records to the Edison Building, 410 Fifth Avenue, New York. I have requested our people to mark the packages with your name, and to be delivered only on our order endorsed by you. Enclosed you will find such an order. The instrument and records will be shipped today or tomorrow, so they ought to be in New York by Friday or Saturday of next week.

Mr. Riley is out of town, but I expect him to return by Monday next, and will then take the matter up with him, and have him arrange the details with you.

Yours very truly,

Enclosure.

534

663

March 4th. 1916.

J. P. Morgan & Company,  
Export Department,  
23 Wall Street,  
New York City.

Gentlemen:

Concerning the matter of the shipment of Toluol from my Johnstown plant, on account of our contract, I write to call your attention to a state of things which you may not be aware of.

For nearly four weeks we have had a lot of 4026 gallons completed and ready for shipment. It has been duly inspected and approved by the regular inspector. We called up the forwarding agents, Messrs. Lunham & Moore and asked them for shipping instructions. They told us that the Pennsylvania Railroad Company would not accept the shipment unless they guaranteed to take it away from the railroad company's books on arrival in New York City.

This shipment is contained in 35 drums, which we loaded on a car at our plant at Johnstown, ready to be shipped out on instructions from Lunham & Moore, but although we have written and telephoned to them concern frequently, we have been unable to obtain from them the requisite permission to ship this toluol.

The drums had been loaded on a car ready to go off, but on account of the delay, the Railroad Company insisted upon their car being unloaded and returned as they did not want to have it tied up any longer. We have, therefore, been obliged to unload the shipment, and these drums are standing on our ground at Johnstown, Pa., where we are holding them at your risk. Whatever demurrage the Railroad Company charges us, we shall have to include in our bill when the shipment is ultimately made.

Let me say for your information that at the close of the day on February 22nd, 1916, we had a further quantity of 2362 gallons of pure Toluol, which will belong to you under our contract, which closed on that day. We have put this in drums, and will hold it at our Johnstown plant subject to your risk. We will request official inspector to inspect this lot also, and will make shipment of it as soon as the matter is arranged by your forwarding agents.

Yours very truly,

*Thos. J. Edson*

545  
574

Mitsui & Co., Ltd.,  
25 Madison Avenue,  
New York, N. Y.

Attention Mr. Nomura.

Gentlemen:-

It has been our aim to have all carloads of Naphthaline shipped to American Oil and Supply Company contain 36,000 lbs. net. On February 9th last car BR&P 255 was shipped to them containing only 32,015 lbs., Woodward Iron Company's bills for which were sent to you as follows:

Feb. 9/16 - 121 bbls. (16532# net)	@ 9 1/2 ¢	\$1570.54
" 9/16 - 15483#	@ 1 1/2 ¢	103.54.

On February 26th, car CM&StP 501708 was shipped to them, containing 40,034#, for which we have sent you Woodward Iron Company's bills as follows:

Feb. 28/16 - 20,017 lbs.	@ 1 1/2 ¢	\$250.21
" 28/16 - 20,017 lbs.	@ 10 ¢	2001.70

You will note that the second car makes up the shortage in the first car plus 49 lbs., and we have told the American Oil and Supply Company that we will have the contents of this car billed to them at 9 1/2 ¢ for 4,034 lbs. and at 10 ¢ for 36,000 lbs.

Will you kindly arrange your billing to accord with the

above?

Yours very truly,

RW.

*W. J. Miller*  
Secretary.




March 6th. 1916.

Mr. J. M. Chapple, Editor,  
National Magazine,  
Boston, Mass.

Dear Mr. Chapple:

Mr. Edison requests me to say that he has received your favor of the first instant, and he is not certain as to being able to make an appointment with you. He has been on one of his characteristic campaigns for the last five or six weeks, and is working days and nights, sometimes all night long. He has been making very few appointments, and only those that were vitally important to his business interests, so we cannot tell at this moment what he will be able to do. He is trying to get away to Florida, and hopes to succeed in doing so sometime during the month.

Yours very truly,

  
Assistant to Mr. Edison.

581

601 1/2

606

March 7th. 1916.

Mr. John Bacon, Jr.,  
% Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

I have received your favor of the fifth instant in regard to the Toluol for J. P. Morgan & Company. I note that through a clerical error the thirty-five drums contain 4047 gallons instead of 4026 gallons as previously reported.

You are quite right, this would make the final shipment 2341 gallons, but the trouble is that we have already written to J. P. Morgan & Company, making a formal statement that we would have 2362 gallons belonging to them under their contract. The difference is so small, only 21 gallons, that I think it will be better to give them the full quantity, which we reported over Mr. Edison's own signature, namely 2362 gallons.

I will ask you, therefore, to put into the drums for final shipment on J. P. Morgan & Company's contract, 2362 gallons, and in this way we will avoid a series of letters to take up the small difference of 21 gallons.

I am taking active steps in every direction to have the shipment of the thirty-five drums arranged for as quickly as possible, and hope to be able to bring it about in a few days.

Yours very truly,

*W. H. McCaswell*

Assistant to Mr. Edison.

First

March 9th. 1916.

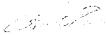
Commanding Officer,  
Picatinny Arsenal,  
Dover, N. J.

Sir:                   SUBJECT: Phenol - method of packing.

As you are aware, the type of drum which we use for shipping to you Carbolic Acid, has a filling hole in one end of the drum. These filling holes are sealed with a sheet metal disc, which is soldered in place.

It has been called to my attention that it would probably be an improvement in the method of packing if these filling holes were closed by wooden plugs firmly driven in. This method of sealing the drums would obviate the possibility of any parts of the solder accidentally dropping into the Carbolic Acid.

If agreeable, therefore, we will seal the drums by driving in wooden plugs in future, instead of closing them by soldering on a sheet metal disc over the filling hole.

Respectfully yours,  


First

March 10th. 1916.

Mr. Samuel Goldfish,  
% Jesse L. Lasky Feature Play Co. Inc.,  
485 Fifth Avenue,  
New York City.

Dear Sir:

Your favor of the third instant to Mr. Edison came to hand, and I write simply to acknowledge the same and to inform you that he has been engaged on some very important experimental work during the last five or six weeks, giving the same his attention for nearly twenty hours a day. Sometimes it is very difficult to reach him with any mail, and sometimes he does not see it for over a week at a time. Just now we can reach him only on matters of the most vital importance, and do not venture to disturb him otherwise. I shall try to bring your letter to his attention as soon as practicable.

Yours very truly,

Assistant to Mr. Edison.

245

March 9th. 1916.

Lieut. H. Kimberly,  
Lieut. Comdr. U. S. Navy,  
Naval Inspector of Powder, E. C.,  
Post Office Building,  
Jersey City, N. J.

SUBJECT: Phenol - method of packing.

Sir:-

Your favor of the eighth instant addressed to Mr. M.  
R. Hutchison has been handed by him to me.

I fully appreciate the reasons for using wooden plugs  
to close the filling holes of the drums containing Carbolic  
Acid, and have supplemented your request to Mr. Kammerhoff  
by instructing him to comply with this new method of sealing  
cans in future.

Respectfully yours,

First

March 4th. 1916.

Dr. Charles F. Steinmetz,  
Wendell Avenue,  
Schenectady, N.Y.

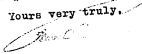
Dear Dr. Steinmetz:

Your esteemed favor of the 28th ultimo in regard to my Storage Battery was received, and it has afforded me a great deal of pleasure in the reading of it.

I value your opinion very highly indeed, and am deeply gratified to find that it justifies the many years of hard work that I have put into the perfection of this type of battery.

I am glad to say that the mild dissipation in which I indulged by attending the Banquet of the Illuminating Engineering Society was more than offset by the honor extended to me by the Society and the good time I had on that occasion.

With kind regards, I remain,

Yours very truly,  


GFO

Hurst

March 4th. 1916.

Smith-Barber Engineering Co.,  
123 Liberty Street,  
New York City.

Gentlemen:

Allow me to thank you for your favor  
of the 28th ultimo and to express my sincere  
appreciation of your very satisfactory report  
as to the Edison Storage Battery. For the long  
years of hard work that I have put into the  
battery, it is gratifying to find that the re-  
sults in the hands of customers have so well  
borne out the performance at which I have always  
aimed.

Yours very truly,

*Wm. H. Hurst*

~~195~~  
Hirst

March 9th. 1916.

Mr. James Walker,  
% Mr. S. G. Arrington, Warden,  
County Convict Camp,  
Madison, Ga.

Dear Sir:

Your letter to Mr. Edison was received, and he requests us to say that there have been so many appeals of late from the prisons that the shop worn phonographs that we had on hand have all been used up, and we have none on hand at the present time that can be spared. If you will write again in two or three months, we will possibly have something that could be donated for this purpose.

Yours very truly,

Edison Laboratory.

Secret

March 10th. 1916.

Cambria Steel Company,  
Johnstown, Pa.


Gentlemen:

Will you have the kindness to furnish me with a statement over the signature of one of your officials showing the various shipments of Toluol made from my Benzol Plant at Johnstown from the beginning up to this time.

I regret to trouble you, but I desire to have this statement to enable me to verify a statement that I have made to a customer.

Thanking you in advance for your courtesy, I remain,

Yours very truly,



606

657

March 11th. 1916.

Mr. John Bacon, Jr.,  
% Edison Benzol Plant,  
Johnstown, Pa.

Dear Sir:

This letter is important.

We are having a little difference of opinion with J. P. Morgan & Company as to the quantity of Toluol due them under their contract. We have furnished them all, and even more than they are strictly entitled to.

If Mr. Lyddon should call on you, please remember that he is not entitled to receive from you any information whatever about the starting or operating of the plant, quantity produced or any other information whatever about the plant. If you receive any letters from him or others on the subject, please do not answer them, but send them to this office to be answered. In other words, please give no information about the plant to anyone unless you have Mr. Edison's written instructions or authority to do so.

We have nothing to conceal or change in any way whatever, but the furnishing of information by anyone outside of our office here should only be done on written authority signed by Mr. Edison.

Yours very truly,

*W. J. Hill*  
Assistant to Mr. Edison.

13

March 10th. 1916.

Samuel Insull, Esq.,  
72 West Adams Street,  
Chicago, Ill.

My dear Insull:

I want to thank you for yours of the third instant and for the letters of Mr. Wm. A. Fox, Mr. E. O. Schweitzer, Mr. Ernest Mann and Mr. George R. Walker. These letters are very satisfactory indeed, and I am much obliged to you for the trouble you have taken in connection with my inquiry. These letters are similar to a number of others I received, and they make me feel good.

Yours very truly,  
*John D. ...*

79

March 11th. 1916.

Mr. W. G. Lyddon,  
1510 Union Bank Building,  
Pittsburgh, Pa.

Dear Sir:

In response to your favor of the 8th instant, I beg to say that the following list will give you the actual quantity of material covered by each of the consignments of Toluol. lots T.1 to T.9.

Lot #1	June 18, 1915	2,939
" 2	July 3rd, 1915	2,867
" 3	" 23th, 1915	2,542
" 4	Aug. 25th, 1915	3,664
" 5	Sept. 18th, 1915	3,192
" 6	Oct. 20th, 1915	4,406
" 7	Nov. 24th, 1915	4,026
" 8	Jan. 13th, 1916	4,047
" 9	Feb. 1st, 1916	32,619
	Total	58,619

You will remember that the last lot above listed, namely T.9 has been inspected and is all ready for shipment. We are only awaiting your action in obtaining permission from the Pennsylvania Railroad Company to its Agent at Johnstown to accept the shipment.

Yours very truly,

Thomas W. Edison

572

664

March 11th. 1916.

J. P. Morgan & Company,  
Export Department,  
25 Wall Street,  
New York City.

Gentlemen:

I have received your favor of the 10th instant calling attention to the fact that the marking on the drums of Toluol has not always been clear upon arrival in England.

Mr. Lydden called my attention to this sometime ago, and I at once instructed the Superintendent at our plant to exercise great care in this regard.

Yours very truly,

Thomas A. Edison

W.A.

664

~~572~~

663

March 11th. 1916.

J. P. Morgan & Company,  
Export Department,  
23 Wall Street,  
New York City.

Gentlemen:

This is simply intended to be an acknowledgment of your favor of the eighth instant. I am preparing a statement which will be forwarded in a few days. Perhaps Mr. Meadowcroft may bring it in himself.

Yours very truly,

  
Thomas A. Edison

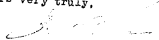
Trust

March 10th. 1

Mr. Willis M. Thayer,  
Manager Vehicle Sales,  
The Hartford Electric Light Co.,  
266 Pearl Street,  
Hartford, Conn.

Dear Mr. Thayer:

Allow me to thank you for your favor of the 4th instant and to express my sincere appreciation of your very satisfactory report as to the Edison Storage Battery. For the long years of hard work that I have put into the battery, it is gratifying to find that the results in the hands of customers have so well borne out the performance at which I have always aimed.

Yours very truly,  


*Surit*

March 11th. 1926.

Miss Frances A. Keller,  
National Americanization Committee,  
18 West 34th Street,  
New York City.

Dear Miss Keller:

I have received your favor of the 16th instant and would say in reply that this is the first time I have heard of Mr. Warburg's invitation to his dinner on Monday evening next.

I regret that it will be impossible for me to attend. I have been very busy on a special investigation for the last six weeks, working from eighteen to twenty hours a day. It has thrown me very much behind in all my other work, and as I am preparing to go to Florida in a few days, I shall be unable to accept the invitation for Monday evening. Kindly express my regrets to Mr. Warburg.

Yours very truly,

*John J. Edgar*

First

March 13th. 1916.

Mr. Harry H. Spelman,  
421 West 150th Street,  
New York City.

Dear Sir:

Replying to your favor of the sixth instant, Mr. Edison requests us to say that when you hear records played in a store the little protective damper within the ear, less sensitive as the noise or hum of the street comes into the store. When you hear the phonograph in a quiet room, the ear becomes marvellously sensitive, and the scratch is heard. For this reason we put a muting attachment in the machine.

On account of the war, we have had difficulty in obtaining materials of a proper character to use in manufacturing the records so as to reduce the noise, but lately we have been getting in better shape, and after about six weeks the noise on new records will be reduced towards the vanishing point.

Yours very truly,

Edison Laboratory.

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We thankfully acknowledge the vision and support of Rutgers University and the Thomas A. Edison Papers Board of Sponsors.

This edition was made possible by grant funds provided from the New Jersey Historical Commission, National Historical Publications and Records Commission, and The National Endowment for the Humanities. Major underwriting has been provided by the Barkley Fund, through the National Trust for the Humanities, and by The Charles Edison Foundation.

We are grateful for the generous support of the IEEE Foundation, the Hyde & Watson Foundation, the Martinson Family Foundation, and the OE Foundation. We acknowledge gifts from many other individuals, as well as an anonymous donor; the Association of Edison Illuminating Companies; and the Edison Electric Institute. For the assistance of all these organizations and individuals, as well as for the indispensable aid of archivists, librarians, scholars, and collectors, the editors are most grateful.

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Thomas A. Edison Papers  
at  
Rutgers, The State University of New Jersey  
endorsed by  
National Historical Publications and Records Commission  
18 June 1981

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

ISBN 978-0-88692-587-2

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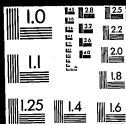


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